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The American Artisan
AND HARDWARE RECORD

Vol. 49. No. 2. CHICAGO, JANUARY 14, 1905. $2.00 Per Year.

BOMMER SPRING HINGES
(ESTABL. 1876.)
ARE THE BEST
BOMMER BROTHERS, NT'RS. 256 to 276 CLASSON AVE. BROOKLYN, N.Y.

Plow Bolt Season is Now Here
If you want the best, send your orders to
Columbus Bolt Works,
Columbus, O.

CHAIN
"American" and "Niagara"
Halter Chains—Dog Chains—Cow Chains—Coil Chains. Chains for all kinds of Machinery.
ONEIDA COMMUNITY
Oneida, N. Y.

"The man who whispers down a well
About the goods he has to sell,
Won't reap the golden, gleaming dollars,
Like one who climbs a tree and hollers."

WE MAKE
Stove, Tire and Carriage Bolts—Rods, Rivets, Machine Screws, Nuts, Hinge Pins and Special Bolts, Screws and Nuts of all descriptions
THE ATLAS BOLT & SCREW CO.
Cleveland, O.

Always On Top
Any weak spot in your roofs should be attended to now. A leaky roof can cause an immense loss on short notice. American Seal Elastic Oil Cement is sure cure. If your roof is old and cannot be soldered this is the one thing to use. American Seal Roof Paints, Metallic and Graphite, preserve and protect. None better, none just as good. Prices are right even if the quality is the very best.
Agencies: J. L. PERKINS & CO., 235 Lake St., CHICAGO, ILL.
STOCKHOFF SUPPLY CO., 107 N. Main St., ST. LOUIS, MO.

BLACK DIAMOND FILES AND RASPS
PERFECT—ALWAYS
TWELVE MEDALS AWARDED AT INTERNATIONAL EXPOSITIONS
G. & H. BARNETT CO.
Black Diamond File Works PHILADELPHIA

"TRIUMPH" CHAIN
HAS TWICE THE STRENGTH OF WELDED.
SEND FOR FREE SAMPLES, TABLE OF TESTS AND ASK QUESTIONS.
THE BRIDGEPORT CHAIN CO., Bridgeport, Conn.
OVER TEN MILES OF CHAIN PER DAY. WE LEAD.

OUR STEEL RANGES

ARE MADE IN

PITTSBURGH

The Monarch of the Industrial World.
The Center of the Nation's Wealth and Population.
A Commercial City without a Rival.
The World's Greatest Iron and Steel Producing District.

The Quality and Price of the Steel Range illustrated here demonstrates the great advantage of making stoves in Pittsburgh.

We are proud of this range and proud of its price. Consideration for our competitors prevents us from publishing its price "broad-cast."

We are pleased to tell it to all who ask. We hide nothing from our trade. Our customers all live in "Excepted Towns" and on the "Differential Side of the Street."

Planished Steel
Draw-out Duplex Grate
Cast Iron Flue Box
Six Cooking Holes
Broiler Door
Wood Extension
Plenty of Nickel
Beautiful High Closet
Ovens 16"x18"

WE have just completed an ELEVATED OVEN GAS RANGE. We call it the

ALICE GOOD LUCK

It has a 20" draw out oven and it is *Good Luck Quality* throughout.

Pittsburgh Stove & Range Co.

PITTSBURGH, PA.

There are a great many people who are a little tight about coal, who are a bit bashful when it comes to paying for the winter's fuel supply. The Clermont Air Tight Hot Blast just suits these people. It burns wood, slack, hard coal, soft coal, corn cobs or almost any old thing, and requires no attention to speak of. It's not a cheap stove, but then cheap stoves were never known to pay retailers.

Ask about the Fire Bowl.

GEM CITY STOVE COMPANY

DAYTON, OHIO

MOORE'S
1905

¶ This promises to be a great year for business, and those who select wisely the goods which are up-to-date and saleable will reap a rich harvest.

¶ This is the season for re-constructing your plans —casting out the unprofitable lines and arranging for better ones. At this juncture *remember* MOORE'S STOVES.

¶ The *Moore quality* in the *Easy Line to Sell* is the kind that not only brings trade, but at the same time adds to your reputation for good goods. It is a real and permanent money maker.

¶ We cannot tell you all about it here, but just give us a hint and our catalogue and salesman will be forthcoming.

JOLIET STOVE WORKS,
JOLIET, ILLINOIS.

HOLBROOK, MERRILL & STETSON, San Francisco and Los Angeles.

83

"The Premier Globe Range"

MADE IN KOKOMO

Says Mr. Hardware, "is the easiest and most satisfactory range to sell I ever had in my place."

"In the first place, a lot of people come in here who have heard the glowing reports of some user of the range and want one before they open my door."

"Secondly, it is such a handsome range that it catches their eye at once and Mrs. Customer thinks at once how nice it will look in her kitchen."

"Thirdly, it is a splendid range to show. It only takes a minute to take out the duplex grate and its adjustments for wood and coal is very easily explained, being simple."

"The water front can be put in without tools."

"The makers' guarantees are so strong that the customers can see they are fully protected."

"Then there are so many special features not found on other ranges."

"Another telling selling point is that oven top, oven bottom are all reinforced, the former by a oven top brace of special design and the latter by a cast iron flue strip."

"All this work on the makers' part convinces the buyer he is getting a good piece of goods."

"The Globe is not like a range I used to sell. When I see one loaded on my delivery wagon its a case of good bye. No one has ever come back to me yet."

Our line includes Steel Ranges, Steel Cooks, Heating Stoves, Hotel Ranges and Outfits.

The Globe Stove & Range Co.

Kokomo, Indiana

QUICK MEAL

Gasoline and Oil

STOVES

For 1905

Grand Prize and Gold Medal

Grand Prize and Gold Medal

Can start the new season with Greater Laurels than ever having received THE GRAND PRIZE (Highest Award) and GOLD MEDAL at the GREAT ST. LOUIS WORLD'S FAIR.

"Quick Meal" Gasoline and Oil Stoves take first place wherever shown. They do the work. They please the eye and they satisfy the user. The DEALER who handles these stoves takes first place with his customers and is soon the acknowledged leader of his line.

Now is the time to secure the agency for 1905. Don't wait to see what line your competitor selects. If you do, you will have second choice as the best goods are always selected first.

RINGEN STOVE CO.

DIV. OF AMERICAN STOVE CO.

ST. LOUIS

San Francisco, Cal.
45 and 47 Bluxome St.

Portland, Ore.
4th and Davis Sts.

Awarded Grand Prize (Highest Award) and Gold Medal at World's Fair, St. Louis.

DANGLER WICK OIL STOVES

have been sold for over ten years, and are the only Oil Stoves ever placed on the market that have stood every test, and have at all times given perfect satisfaction. The strong feature of the **Dangler Blue Flame Wick Oil Stove** is the **Seamless Drawn Brass Tubes,** which prevent leaks, and keeps the dirt and sediment from the wicks. No soldered seams to melt and cause smoke and disagreeable odors. Our stoves are not odorless in name only; but absolutely so. No other kind of Oil Cooking Stove is so simple and easy to operate. We also manufacture a complete line of **Vapor Stoves and Ranges** which are constructed according to the safety requirements of the National Board of Fire Underwriters, and are on their list of **permitted stoves.** Write for catalogs and prices.

DANGLER STOVE CO., Division

AMERICAN STOVE CO., CLEVELAND, OHIO.

215-217 Church St., PHILADELPHIA, PA. 13th and Pike Sts., PITTSBURG, PA. 308 No. First St., ST. LOUIS, MO.

JOBBING AGENCIES:

EUGENE MUNSELL & CO., 218 Water St., New York. HENRY N. CLARK CO., Boston, Mass. M. P. HOWARD, Baltimore, Md.
JACOB RETTERER, 167 Lake St., Chicago, Ills. F. A. KLAINE CO., Cincinnati, Ohio. HOME STOVE CO., Indianapolis, Ind.
JANNEY, SEMPLE, HILL & CO., Minneapolis, Minn. L. J. WEBER, Dayton, Ohio. HAMMER-BRAY CO., San Francisco, Cal.
ENTERPRISE MFG. & COMMISSION CO., Kansas City, Mo.

Reliable Vapor Stoves

"The Kind That Gives Perfect Satisfaction to All."

No. 36S RELIABLE.
"A Perfect Baker."

Our 1905 Line Contains

50

Quick and Profitable Sellers.

"RELIABLE" stoves are constructed according to the safety requirements of the National Board of Fire Underwriters and are on their list of "Permitted Stoves."

Catalogue M tells all about them.

No. 38S RELIABLE.
"Broils and Bakes at same time."

SCHNEIDER & TRENKAMP CO.

CLEVELAND (Div. of American Stove Co.) CHICAGO

All "New Process" Vapor Stoves are constructed according to the Safety requirements of the National Board of Fire Underwriters and are on their list of "Permitted Stoves."

No. 8—"NEW PROCESS".

Eight different styles of stoves comprise our 1905 "New Process" Line.

Awarded Grand Prize (Highest Award) and Gold Medal, Louisiana Purchase Exposition.

"Don't Put Off Until Tomorrow What You Can Do To-Day"

Start the New Year Right by resolving to secure the agency for the wonderful **"New Process" Gasoline Stove.** The **"New Process"** is the **original** evaporating stove that has revolutionized the gasoline stove business. Its many distinctive features and strong talking points, coupled with its general utility, simplicity, economy of operation and efficiency, in addition to its widespread popularity, make it the most desirable line on the market for the dealer to handle. We want a live, hustling representative in every town. Catalogue "A" and full agency information sent to the trade on request.

STANDARD LIGHTING CO. DIV.
AMERICAN STOVE COMPANY
CLEVELAND, OHIO

THE LARGEST MAKERS OF SHEET STEEL STOVES IN THE WORLD

WE MAKE

OIL HEATERS
GAS HEATERS
AIR TIGHT STOVES
LAMP STOVES
CYLINDER STOVES

EVERY ONE A LEADER

and a little better than anything else on the market.
Write for descriptive circulars and prices.

NATIONAL ENAMELING AND STAMPING COMPANY.

NEW YORK BALTIMORE CHICAGO
ST. LOUIS MILWAUKEE NEW ORLEANS.

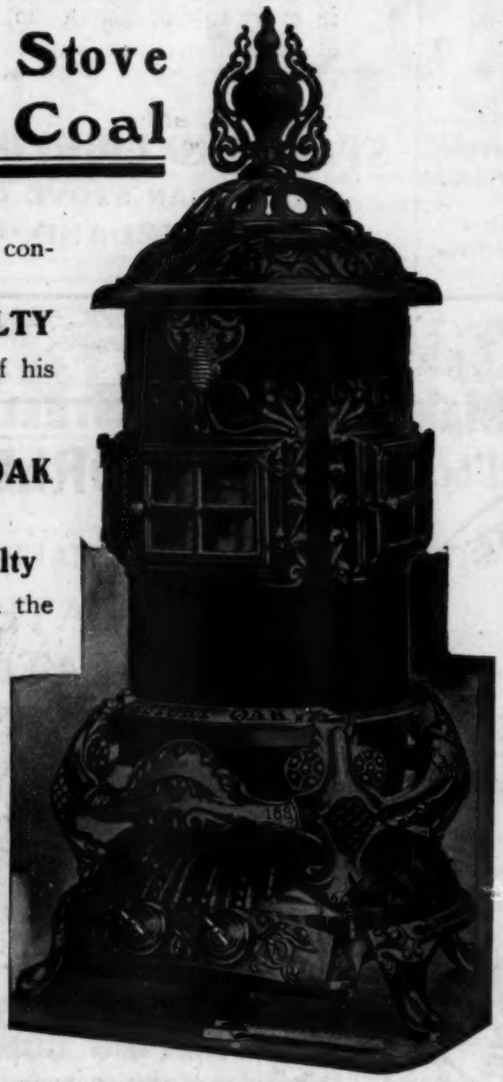
STAR STOVES AND RANGES
STAR SHOVEL & RANGE CO. VINCENNES, IND.
GUARANTEED

VINCENNES, INDIANA

RETORT OAK

Nos. 166. 188. 222

Magazine Stove for Soft Coal



The dealer who can control a

GOOD SPECIALTY

has the advantage of his competitors.

THE RETORT OAK

is the

Greatest Specialty

in heating stoves in the market.

Its reputation is firmly established and no mistake can be made by making it your

LEADER

Write us for Catalogue and prices for 1905 and wait for our travelers who start out January 9, 1905.

We will have them see you.

MARION STOVE CO.

MARION, INDIANA

FURNACES
AND
FURNACE SUPPLIES

Stockhoff Supply Co.

ST. LOUIS

THE TORRID ZONE

Steel Furnace riveted like a boiler. Dust proof, gas tight.

WHY?

Does the TORRID ZONE made in Marshalltown sell against all competition, and business increase every year

IN PENNSYLVANIA
IN COLORADO
IN TEXAS

and all intervening territory as well as exceedingly large sales in Iowa, Nebraska, Illinois and Minnesota.

Write us and find out.

The Lennox Furnace Co.

MARSHALLTOWN, IOWA

Farwell, Ozmun, Kirk & Co., Northwestern Distributors.

Rely on yourself—invest your money in YOUR OWN business—advertise.

There's a Reason

why thousands of some makes of steel ranges are sold where there is a demand for only hundreds of other makes. One reason for the

CHAMPION and MARQUART STEEL RANGES

outstrip competition is found in their double flue construction and the resultant economy in fuel.

Write us for catalogue.

CHAMPION STEEL RANGE CO., Cleveland, O.

J. M. LITCHFIELD, Eastern & Export Agent
227 Water St., New York City

$19.00 For IMPERIAL GOLD COIN ENAMELED STEEL RANGE

When Cash accompanies order

For 8-20 or 9-20 add $2.00 to above price.

BODY—Black enameled steel plates securely riveted and braced. **FIRE POT**—Linings heavy and durable. **GRATE**—Duplex, adapted for burning all kinds of fuel. **OVEN**—18" x 20" x 13". **RESERVOIR**—Cast Iron Enameled in a cast iron rust-proof casing.

We also make other kinds of steel and cast ranges, cook stoves and base burners. Write for prices and catalog.

The Chicago Stove Works Blue Island Avenue & 22nd Street, Chicago.

ACME Thermometers OVEN

THE BEST IN THE MARKET

GIVE THEM A TRIAL

STYLE "C"

2¾-INCH DIAL

MANUFACTURED BY THE

Evans Stamping & Plating Company

TAUNTON : : MASS.

C. H. MATTHEWS, Detroit, Mich.
(Western Agent.)

STYLE "D"

2¾-INCH DIAL

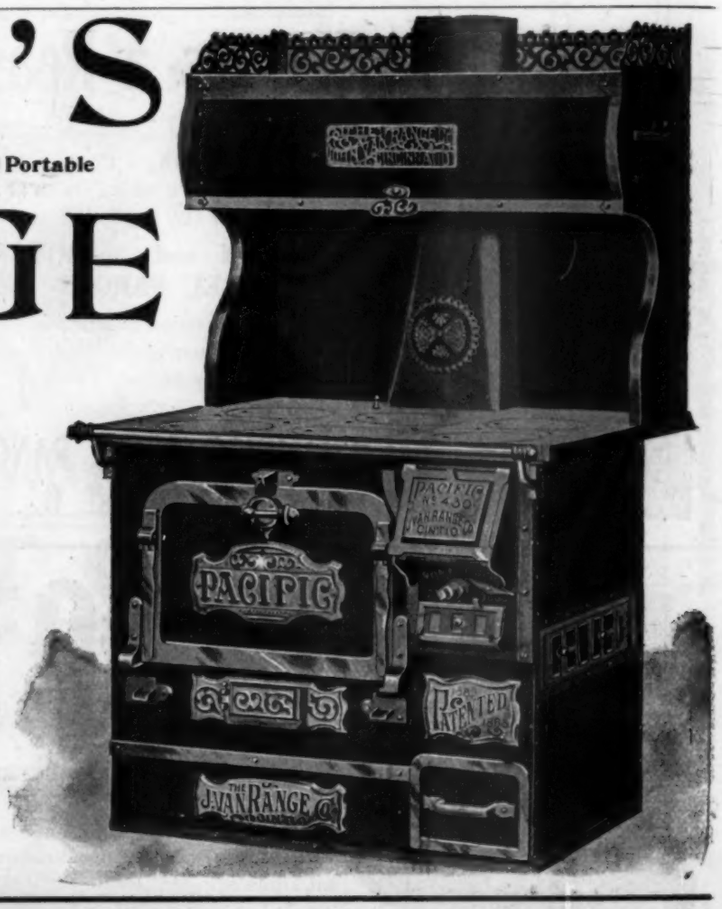
JOHN H. ROBERTS,

Writes: "I consider **The American Artisan** a great help to any tinner or any man in business."

MUNHALL, PA.

VAN'S RANGE

Patent Improved Wrought Steel Portable

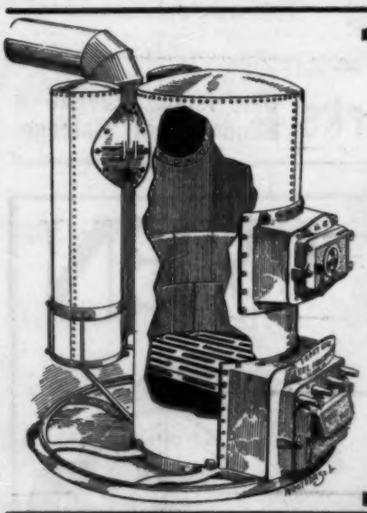


For Hotels, Restaurants. Public Institutions, Boarding Houses, and Private Families. All kinds of Hotel Implements for culinary purposes. Manufactured and for sale by

The John Van Range Company

419 Elm and 410, 412, 414 and 416 Home Streets

CINCINNATI, - - - - - OHIO



Don't let prejudice stand between you and good common sense.

A lot of dealers sell Cast Iron Furnaces because they're prejudiced against Steel Furnaces—they think steel furnaces are not durable.

FRONT RANK Steel Furnaces

have for years demonstrated their complete superiority over Cast Iron Furnaces. The FRONT RANK has no Cast Iron Fire Pots to warp and crack; the combustion travels in vertical lines; the Combustion Dome is extra heavy cold rolled steel, tightly riveted.

Our catalogue is interesting to any furnace man who is looking for **something better** in the furnace line. Free with our prices, on request.

HAYNES-LANGENBERG MFG. CO.

2301-2309 Lucas Ave., St. Louis, Mo.

JAHANT PURE WARMED AIR

Cast and Steel Radiators

SEND FOR CATALOG

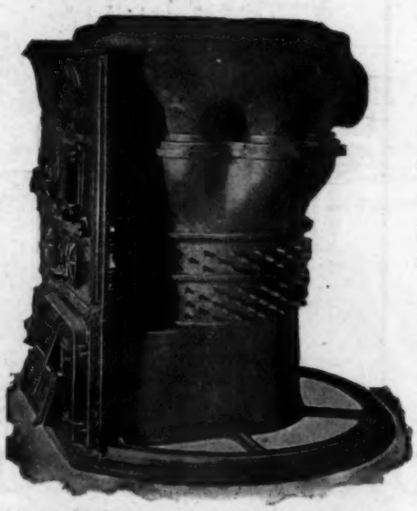
ROHRBACHER & ALLEN, Akron, O.

JOHN KONTNY

65-67 N. DESPLAINES ST.

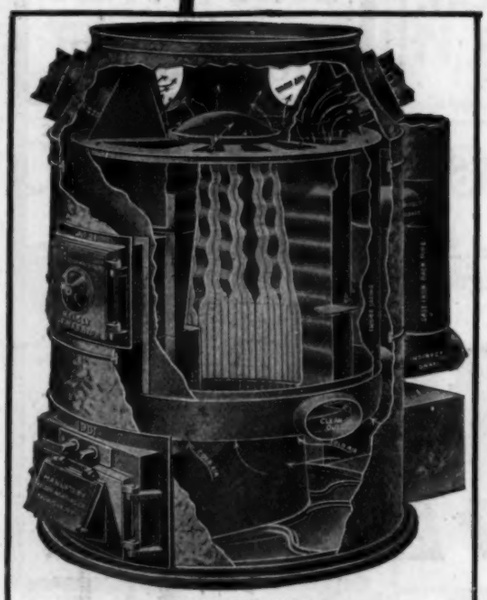
CHICAGO

WESTERN AGENT



TRIUMPH KING FURNACE. Five Sizes. Hard or Soft Coal. Portable or Brick Set.

STOP DRIFTING!



SECTIONAL VIEW
Showing inside and outside casings, and positive cap attachment over the flues through which warm air is forced to distant rooms.

There's no good reason why you should continue to drift on with the tide—to follow in the wake of your competitors.

Stop Drifting!

Strike out for yourself!

With the arrival of the New Year, there is a grand opportunity for you to take the exclusive Agency for KELSEY Warm Air Generators in your vicinity; and if you are interested in the heating business, it will be merely a question of how big your success will be.

KELSEY Warm Air Generators are adaptable to a much larger field of Heating than any Hot Air Furnace, or Steam or Hot Water Boiler. And the KELSEY embodies the advantages of both—and the disadvantages of neither.

Our Agency proposition, literature and prices to any established dealer in unoccupied territory.

Write us now!

"There's only ONE Warm Air Generator!"

KELSEY HEATING COMPANY, SYRACUSE, N. Y.

New York City:
156 FIFTH AVENUE

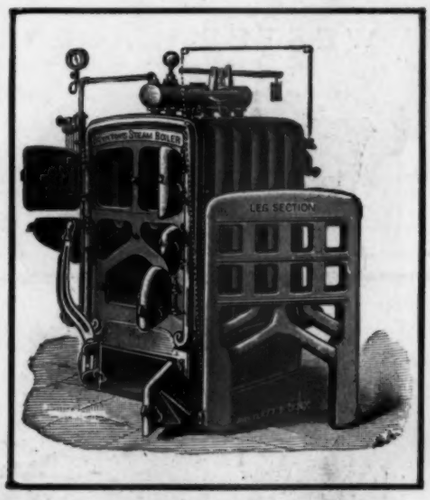
Western Sales Agents:
COOK & VAN EVERA CO., 38 E. Lake St., CHICAGO, ILL.

JAMES SMART MFG. CO., Ltd., Brockville, Ont., Sole Makers for Canada.

BOYNTON

FURNACES, STEAM and HOT WATER HEATERS

Have stood for an honest value for 56 years. They have always worn well—they have required very few repairs—they have given out plenty of heat with a small expenditure for fuel—they have given a steady rather than a spasmodic heat—and that's why dealers have found them a desirable line to handle. Many a dealer has found that the handling of Boynton heaters has been a big help in building him up a reputation for the best work.



Shall be pleased to send you a catalogue and price list.

The BOYNTON FURNACE CO.

147-149 Lake St., CHICAGO **207-209 Water St., NEW YORK**

Hart & Crouse Co.

UTICA, N. Y.

Royal Heaters

235 Water St., New York. **79 Lake St., Chicago.**

Steam, Hot Water, Hot Air Furnaces, Radiators.

GOOD MONEY FOR GOOD JOBS

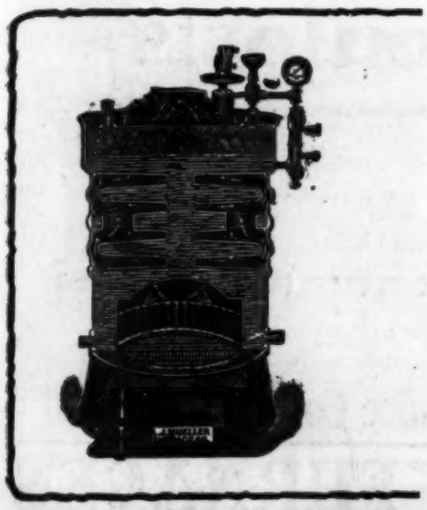
Is the best basis for establishing trade. We help get it. Ask us how

Canton Perfect Blast Heaters

THE BONNOT COMPANY, Canton, O.

M. V. KEHOE, Monticello, Iowa, writes:

"Please discontinue advertisement for Tinner. We have more replies than we can answer. We obtained a good man through THE AMERICAN ARTISAN."



A good many furnace manufacturers live from hand to mouth. They never know how to meet the next payment. They are obliged to make their agents pay up immediately.—The Mueller Furnace Co. is an old, firmly established company. It has sound, honest men behind it. It knows when to press a dealer for payment and *when not to.*

L. J. MUELLER FURNACE CO.,

191 Reed Street, Milwaukee, Wis.

Established 1857.

Heating boilers and furnaces and registers and fittings.

FLATIRON FURNACE

with it's Self-Cleaning, Marvelous Power, Large Radiating Surface, Gas and Smoke-Tight Joints, Long Smoke Travel, is the

FUTURE FURNACE

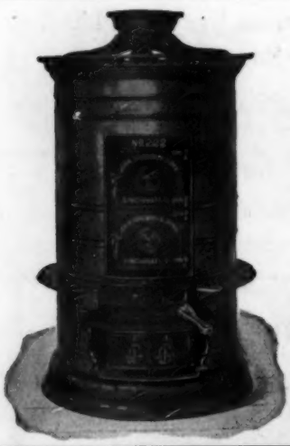
THE MISKIMEN FURNACE CO. LOGANSPORT, INDIANA.

GILT EDGE FURNACES

Corrugated Wood-Burning Furnace

It's significant that wherever **Gilt Edge** goods have been introduced there has arisen an increased demand for furnaces on the part of the whole community. People buy when the purchase means bettered conditions.

R. J. SCHWAB & SONS CO., MILWAUKEE, WIS.



Tuberculosis

annually kills off as many individuals as all other ills combined. Tuberculosis is just **one** result from the constant inhalation of impure air. Bad air affects the blood, the skin, the stomach, the heart, the brain—everything. Don't you think that's a pretty good argument for the **universal** adoption of the

Grossius' School-Room Ventilating Stove?

If you're a bit curious, write us, and we'll loosen up with some interesting information on this subject.

The John Grossius Furnace Co., 409-411 East 8th Street CINCINNATI, OHIO

EMPEROR FURNACES

FOR WOOD

SIMPLE SAFE DURABLE

ECONOMICAL IN FUEL

The Best and Cheapest Line of Wood Furnaces. Furnished for either Brick or Galvanized Iron Casing

BERGSTROM STOVE CO.

Send for Catalogue NEENAH, WIS.

Large Radiators, Easy to Clean Out.

Repairs! Repairs! Repairs! Repairs!

Always repairs is the wail of the cast iron furnace user. The popular furnace dealer is the one who installs

American Steel Furnaces

which are made of heavy steel, riveted tight like a boiler. You know heavy steel ranges cost much more than cast iron ones, but will **last much longer with little or no repairs.** They are clean, absolutely free from leakage of gas or smoke.

The firepots do not crack like cast iron ones and are much cheaper in the end.

The American Furnace Co.

1911-13 Pine Street - ST. LOUIS, MO.

Write for prices and secure the agency before the other fellow gets it.

Burn Hard or Soft Coal or Coke. Large Doors.

50 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &c.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.

Patents taken through Munn & Co. receive *special notice*, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, **New York**

Branch Office, 625 F St., Washington, D. C.

MONCRIEF

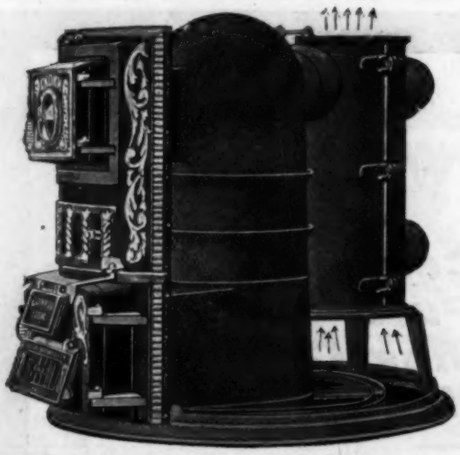
WARM AIR FURNACE.

Specialties:
- All Cast Iron.
- Moncrief Duplex Grate.
- Large Radiating Surface.
- Double Fire Pot.
- Large Grate Surface.
- Top Return Flue.
- Simplicity, Durability, Economy.
- Cleanliness in Use.

HENRY & SCHEIBLE CO.

6-8-10 Long St., Cleveland, O.

Sales Agent—J. C. KIMMEL, 2214 East 15th St., Kansas City, Mo.



The Crown, Low Down, Warm Air Furnace.

A Dollar Bill

would be worth less than two cents if the United States Treasury didn't stand ready to exchange it for a dollar in gold. Lurid advertisements, all inclusive guarantees are just as valueless unless they have the goods behind them. Oily salesmen are good talkers and good fellows, but the wise dealer waits for the goods. The

CROWN LOW DOWN FURNACE

is the real thing. Get our new furnace book and see our new inducements.

March-Brownback Stove Co.

POTTSTOWN, PA.

The Newest Hero

JUST OUT

This dome furnace is built especially for soft coal and wood, and the dome or radiator having no joints, it cannot leak gas.

Being very low it is well adapted to low basements.

For combination work there is no furnace made that has the surface or strength which is given by this deeply corrugated dome and fire pot.

The auxiliary radiator at rear of dome is a heavy cored casting, made in one piece. It has a large surface that comes in close contact with the products of combustion. This insures economy of fuel.

Examine the different parts and see if you think it possible to build a better furnace.

WRITE FOR CATALOGUE

CHAS. SMITH COMPANY, 101 Lake St., Chicago

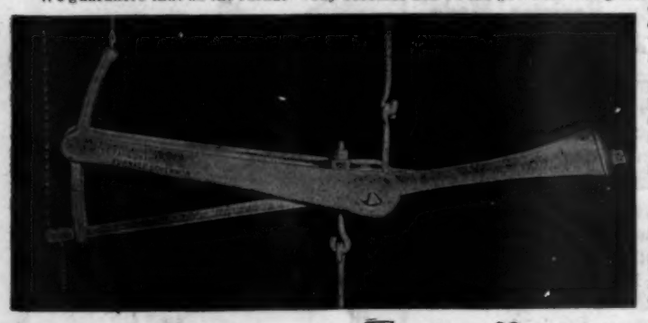
OMAHA STOVE REPAIR CO., Omaha, Neb., Western Agents

Manufacturers of HERO—the "Cold Climate" Furnace

The FARQUHAR FURNACE GOVERNOR

adapted to all Hot Air Furnaces, is operated by the expansion of the fire box itself. It is automatic, strong and positive.

We guarantee that as the furnace body becomes heated the governor will gradually lower the draft door and open the check valve until the furnace reaches the desired temperature, holding them steady in that position until, from accumulation of ashes or exhaustion of fuel, the furnace begins to cool, at which time it will gradually open the draft door and close the check valve.



For further information address

FARQUHAR HEAT-REGULATOR CO.
MANUFACTURER,
WILMINGTON, OHIO.

The Champion Hot Water Combination Heaters

They Fit Any Furnace.

Base section when used without ring sections.

Ring section.

These Heaters are made in five sizes diameter, and from 50 to 700 square feet radiation capacity.

Will heat those cold rooms or an addition to the building. Will increase the capacity of any furnace. Are cheaper than coils and will do more work.

Write for new circular. Manufactured by

FRANK D. STOLZ

156 Webster Avenue, CHICAGO, ILL.

AGENTS:

CO-OPERATIVE FDY. CO., Rochester, N. Y.
KELSEY HEATING CO., Syracuse, N. Y.
KELLOGG-MACKEY-CAMERON CO., Chicago, Ill.
KELLOGG-MACKEY-CAMERON CO., Minneapolis, Minn.
KEITH FURNACE CO., Des Moines, Iowa.
STOCKHOFF SUPPLY CO., St. Louis, Mo.
RUNDLE-SPENCE MFG. CO., Milwaukee, Wis
S. B. SEXTON & SONS, Baltimore, Md.

FLEMING BROS., ARMSTRONG, IA., ... WRITE:

"Please discontinue our ad. for a tinner in your valuable paper. We are getting applications from tinners every day, but have secured one by the ad. in THE AMERICAN ARTISAN."

STOVE MANUFACTURERS & JOBBERS!

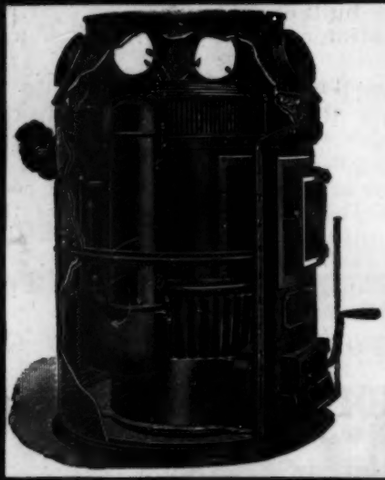
Can we figure with you?

OUR GOODS ARE THE BEST PRICES GUARANTEED

Russian Asbestos Cement
Russian Stove Putty
Russian Roofing Cement
Stove Polish. *Paste and Liquid.*

IF INTERESTED WE WILL SEND SAMPLES UPON REQUEST.

Nickel Plate Stove Polish Co.

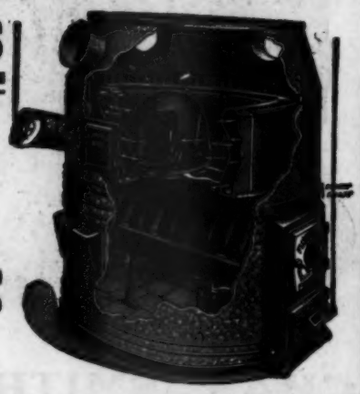


Floral City Furnaces

Are strictly up-to-date, old patterns have been relegated to the scrap heap, old methods discarded, but they are in no sense experiments.

EVERY FURNACE IS TIME TRIED AND HAS BEEN THOROUGHLY TESTED

in a climate where the temperature often falls to 40° and 50° below zero. Write for catalogue.



Monroe Furnace & Foundry Co., Monroe, Mich.

THE WATERLOO REGISTER

Only Register Made With Water Reservoir

Has Largest Heating Capacity of any Register Manufactured

It is a recognized fact among furnace men and house owners that the air is much too dry in all houses artificially heated. It is also known that the water pan in the hot air furnace is not a success, being so close to the fire box that all the moisture is absorbed before reaching the apartments above.

THE WATERLOO REGISTER

IS simple in design, elegant in finish, moderate in cost. Send for catalogue and price list.

We sell direct from factory to the retailer.

WATERLOO REGISTER COMPANY
WATERLOO, IOWA.

PROGRESS IS NO LONGER BARRED

Is the **KEY** that unlocks the door of trade expansion, and brings the progressive Manufacturer and Jobber in touch with the leading and most up-to-date retail hardware dealers in the country.

DANIEL STERN, Publisher and Proprietor,

69 Dearborn Street, CHICAGO.

STOVE MANUFACTURERS & JOBBERS!

Can we figure with you?

OUR GOODS ARE THE BEST PRICES GUARANTEED

Russian Asbestos Cement
Russian Stove Putty
Russian Roofing Cement
Stove Polish. *Paste and Liquid.*

IF INTERESTED WE WILL SEND SAMPLES UPON REQUEST.

Nickel Plate Stove Polish Co.

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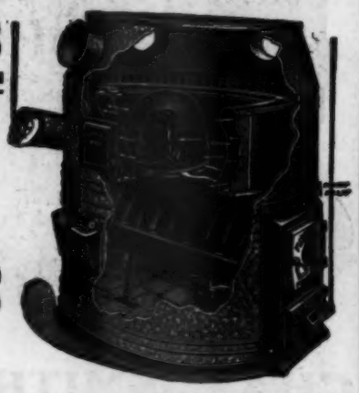

Monroe Furnace & Foundry Co., Monroe, Mich.

THE WATERLOO REGISTER

Only Register Made With Water Reservoir

Has Largest Heating Capacity of any Register Manufactured

It is a recognized fact among furnace men and house owners that the air is much too dry in all houses artificially heated. It is also known that the water pan in the hot air furnace is not a success, being so close to the fire box that all the moisture is absorbed before reaching the apartments above.

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DANIEL STERN, Publisher and Proprietor,

69 Dearborn Street, CHICAGO.

We take this opportunity to advise our customers and the trade at large that we shall present the genuine Round Oak Heating Stove in new design and ornamentation for 1905. While the new dress makes this famous stove much handsomer, with cleaner-cut lines, and more desirable in every way, we call upon all interested to remember that the change is only skin deep. Those features which have made the Round Oak superior to every other heating stove have not been changed. Our customers can continue to set forth its merits, with the foreknowledge that their competitor cannot equal it; that it will suit and satisfy the user, make friends and new customers, and all its life constantly prove that it pays the dealer to push the sale of the genuine Round Oak, and the consumer to buy it.

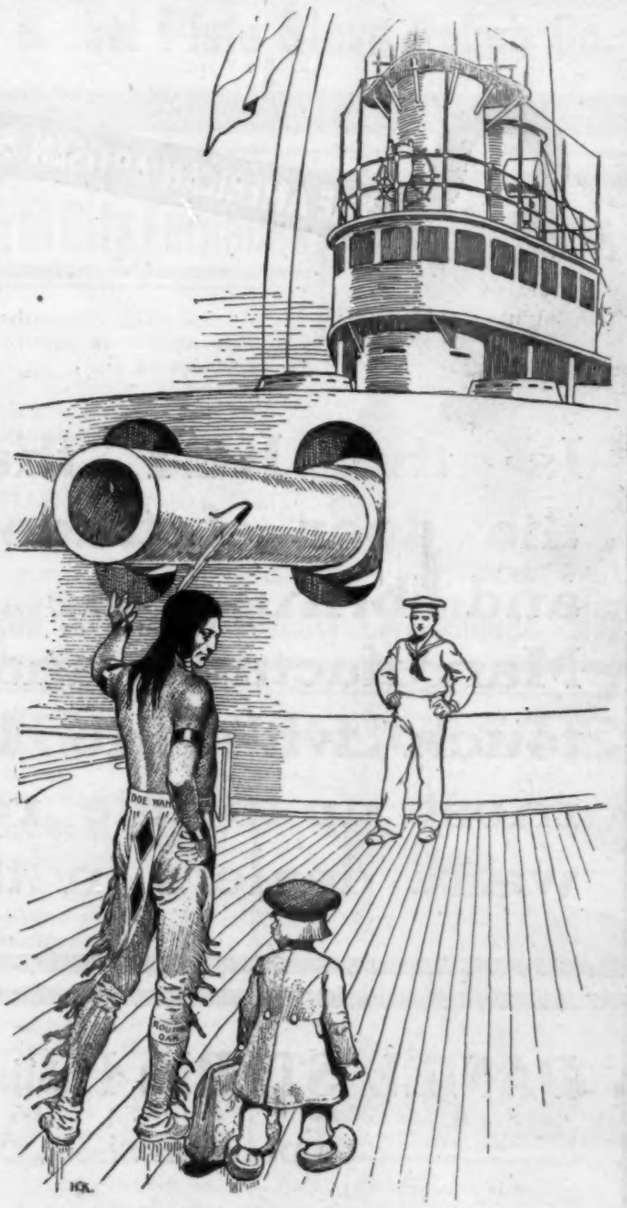
Estate of

P. D. BECKWITH

FRED E. LEE, Manager

Dowagiac Mich.

MAKERS OF GOOD GOODS ONLY



"The great battleship I told you of, Fritz."
"Aber so eine grosse Kanone. Now I better understand what troubled the Spanish Navy."

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS, AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00.
IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.
Address all Letters, communications and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,
69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.
THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, JANUARY 14, 1905.

Repacious Hostelries.

THE hardware convention month will be with us in scarcely more than a fortnight.

Ninety-nine per cent of the retail hardware dealers who belong to these associations are looking forward to a brief outing in which they will renew friendships of former years and fellow members and form new ones; pick up a number of business pointers, both on the convention floor, over the soups and salads, or in some quiet nook of the hotel lobby; greet their friends in the traveling fraternity and call at their various headquarters and see what new goods they have to offer and incidentally what souvenirs they have to give away; and also enjoy a little gentle relaxation in the way of an evening at the theater or an informal smoker gotten up by the association. The dealer then returns home refreshed by a change of scene, invigorated by the friction of friendly intercourse and stimulated by the tonic of new business ideas.

Ninety-nine per cent of the traveling men and members of various manufacturing and jobbing concerns, who attend these conventions, do so in a spirit of broad-minded fraternity. Spending eleven months in the sale of goods and in impressing on the trade the fact that they give greater value for the same price than their competitors, they welcome a chance to drop business and show their customers that they are glad to meet them in an informal way when a studied demonstration of the merits of the oven of the Kangaroo steel range is not the dominating chord in the conversation. Then again the traveling fraternity often find a convention the only chance they have to show a complete line of their samples. No stove salesman, for example, can very well "tote" 3 or 4 stoves to a hundred or more different towns.

The trade paper man goes to a convention to hustle and we can say from an experience extending over 100 conventions that he has to hustle like a man chased by a bear from before the convention starts until after it finishes.

The hotel man don't go to the conventions. They come to him. Some hotel men are good fellows, while others are rapacity itself. Many feel a civic pride in doing the best they can to entertain visitors to their city.

Others welcome convention guests in about the spirit of a cannibal chief who sees plenty of bones to pick ahead.

The brunt of the extortionate prices charged by some innkeepers falls mainly on the representatives of manufacturers and jobbers whose exhibits are generally admitted by dealers to be a convention feature of great interest and benefit.

Milwaukee, where one sees a larger gathering of traveling men than at any hardware convention, is one city where the representatives of wholesalers and manufacturers receive equitable treatment. Des Moines and Indianapolis are two cities where the principle of "all the traffic will bear" seems to have been applied with a vengeance. In this connection we would say that the traveling contingent were well treated at Cedar Rapids and Dubuque in Iowa and at Tom Taggart's hostelry in Indianapolis.

Charges of $35 per day for a display parlor; a nervy reply to the effect that the two could have separate *beds* in the same room and use the same bath, paying, of course, full prices for separate room and bath in each case, where two representatives of a firm ask for reservations of a separate room with bath for each; charges for poorly furnished, poorly heated, poorly decorated rooms that are more than twice those charged for superior accommodations by the Waldorf-Astoria; all these are real and not imaginary instances of an outrageous avarice, a disgusting greed and an indecent rapacity that discourage the attendance not only of traveling men, but of hardware dealers as well at conventions; for evil tales travel fast and when a retailer outside of an association asks a traveling man what his hotel room cost him at the last convention and is told $14 a day, he is likely to be really and truly terrified.

The remedy for this state of affairs would seem to be a prompt switching of association headquarters at the very first symptom of advancing rates. All hotels do not bear unsavory reputations for soaking their patrons and there may be good swimming even in a clayey pool. Prompt bdellatomy is the only remedy for these hotel leeches.

Fire Insurance.

VARIOUS financial and high grade daily papers published annual reports of banks and insurance companies shortly after the first of the year. We were glad in looking over these reports to note that these great institutions had all done well the past year and a sigh naturally escaped us as we reflected that no benevolent uncle of ours had left us a nice little bunch of bank and insurance stocks.

Fire insurance stocks pay good dividends in spite of the fact that the expenses of running an old line fire insurance company is far too high.

From the standard fire insurance tables, it appears

that in the first one hundred companies on the list during the year 1903 the average ratio of expenses to premiums was forty and eight-tenths per cent, while in preceding years this average ratio was often higher. As these tables are made up from statements furnished by the companies themselves, which have every inducement to make as good a showing as possible, the facts are certainly not less favorable than these schedules make them appear.

Insurance companies do not maintain a large and expensive plant, nor are they producing output for sale; and they cannot therefore be compared to manufacturing or transportation companies. Their proper expenses are only those of administration, including salaries, office expenses, salesmen, traveling, legal assistance and similar items. We think that no other form of business expends for similar purposes more than ten per cent of its income, and that an expense ratio of about fifty per cent, which seems common among insurance companies, is elsewhere unparalleled.

If the business world is paying twice as much in premiums as the actual losses incurred amount to, it would seem that the remedy for such a disease lies in mutual insurance, in which the business can be conducted on a moderate scale of expense, the income be applied to pay running expenses and losses, and the balance, after retaining a moderate guarantee fund, be distributed back to the insured in annual dividends.

The various state hardware insurance associations are keeping their expenses down—way down in fact, and hence are offering a co-operative insurance which so far has proven sound as a dollar. Losses have been paid promptly and an immense quantity of deadwood expense that has grown up like barnacles on the old line companies has been done away with from the start.

But what good does it do you, Mr. Hardware Dealer, how successful a co-operative insurance association your state hardware association has provided if you do not take advantage of it?

AMERICAN commercial men do not seem to fully realize that in order to gain trade in China it is necessary to study the needs of the country, especially in the line of cheap goods, and to supply the goods wanted rather than to send to China merely a surplus of what has been manufactured for American or other foreign markets. The needs of China are special. In making goods for its people the extreme poverty of the great mass of them must be considered, and it must be remembered that they know nothing of life on the American standard.

THE Standard Oil Company, in spite of its colossal dimensions, does not produce one-half of the petroleum in the world. Statistics show that in 1902 Russia supplied over 11,500,000 tons, or more than 51 per cent of the world's product of petroleum; the United States produced not quite 10,000,000 tons, or 41 per cent, of the world's product; the rest was divided among Galicia, a province in Austria, 573,440 tons; Roumania, 320,000 tons; Sunda Islands, 380,000 tons; India, 180,000; Japan, 120,000 tons; Germany, 50,000 tons; South America, 15,000 tons; Italy, 2,800 tons.

RANDOM SKETCHES.

BY SIDNEY ARNOLD.

"On the other side of the mountain there are men also."

The people of this country are pretty much alike, so far as their attitude toward the purchase of goods is concerned.

All are appreciative of the good things of life.

All want full value for money expended.

Mere cheapness appeals to very few.

Quality and a fair valuation gets better consideration than suspicious bargains.

Success in one locality augurs for success with the people as a whole.

Then why operate in a limited territory?

Of course stove and hardware manufacturers are more handicapped by freight tariffs than dry goods or optical men, but even at that stoves made in Milwaukee, Wis., are sold in Los Angeles, Cal., saws made in Philadelphia are sold in Portland, Ore., and Portland, Me., while those made in Indianapolis are sold in Atlantic City and Astoria. Chicago hardware jobbers secure orders from Vermont and West Virginia, while Tennessee hardware jobbers secure their slice of Illinois trade, and Indianapolis hardware men pick up crumbs of business in East St. Louis right in the very teeth of strong opposition.

Of course the hardware manufacturer, particularly if he manufacturers a specialty that is not too bulky, is handicapped even less than the jobber by distances.

The whole country is his field if he will but till it.

Let him but wear the seven league boots of trade paper advertising and he can ubiquitously cry his wares in the Palmetto groves of Florida, the mining camps of Colorado and the timber clearings of Wisconsin.

His trade paper advertisement, if full of life and energy, will awaken demand simultaneously in the adobe hut where hardware is sold in Arizona and the log cabin that temporarily does service as a Skaguay or Nome hardware store.

The millionaire hardware jobbing house and the thrifty tinner who has just started in the hardware business, risking the savings of years, will alike consider the availability of your goods in their business.

* * *

FROM the Ishpeming, Mich., correspondence of the Marquette, Mich., Journal of Jan. 4, I learn that "Joseph Hosking, plumber for the John W. Jochim Hardware Company, went to Princeton to do some work in the Cleveland-Cliffs Company's new dwellings."

* * *

THE study of the Notes and Queries column of a paper like THE AMERICAN ARTISAN is always interesting. The well posted dealer is often surprised to think some other dealer does not know the makers of some trademark line of stoves he has handled for a decade, or the location of some stove firm he knew when he was a "cub." But the whirligig of time as often as not finds the dealer at a loss for information that the man whose former limitations he regarded rather contemptuously has at his fingers' ends.

Nearly every week THE AMERICAN ARTISAN Note and Query editor tells some one the names of manufacturers of solder for aluminum and yet such is the gentle reticence of makers of this solder that there are thousands of tinners and other metal workers who do not know that such an article is successfully manufactured.

I try to be as up-to-date as possible and to use the latest office appliances in the way of card systems, filing cabinets, check perforators, etc. I likewise—I will frankly own up—have a somewhat childish partiality for trying all the new games that come out, although my interest abates once I get the hang of Flinch, Sherlock Holmes, Ping-pong, Bunco, Worthwhile or whatever the game may be.

I watch the advertising pages of System, the Business Men's Magazine, the Bookkeeper's Bulletin and similiar publications for new office schemes and those of the magazines for new games to buy.

I have no doubt that there are many office helps and new fangled games that would coax out my dollars *if I ever heard of them.*

I do not doubt that there are hundreds of articles on the market that I personally want, but how am I to know about them?

Some man in Saugatuck, Mich., may have invented a desk that effects a great saving in the time of editorial workers but how can he expect to sell one to me when I do not know there is such a contrivance in existence.

The pup that barks is the pup that gets the bone.

The face you see every day does not fade from your memory.

The name you saw last week, see this week and will see next week is the name you remember when buying goods.

This is an artificial age and if I knew the right way to go about it I would quit my job to-day and start in suggesting to people new wants which they never knew they had—at the same time advertising ways of filling their wants and if I advertised the right way I would soon be where bad names like plutocrat could be thrown at my head.

* * *

FROM the Ionia, Ia., correspondence of the New Hampton (Ia.) Gazette of Jan. 5 I learn that "F. E. Gardner has moved his hardware stock to Nora Springs, thus leaving our town without a hardware store."

* * *

WHAT's in a name? Its hard telling these days. Take "Esso" and "Esco." One might think there was some similarity, but the former is a core wash that turns out bright, smooth, clean castings, and the latter is an embalming fluid that makes cadavers look life-like.

* * *

THE Omaha Trade Exhibit of recent date contains an excellent expose of catalogue house methods in selling stoves, which is along the line of an article appearing in THE AMERICAN ARTISAN some months ago, explaining their methods of selling steel ranges.

This Nebraska paper says that at the top of a column in a newspaper advertisement is a large cut of a stove, of which are figures, "We announce to the world the fact that it can be bought for $3.25." A description follows, saying that this particular stove is all that can be desired; this stove as advertised has a 10-inch fire pot and weighs 70 pounds, and considering the cost of material and the manufacture, it is probably sold at actual cost. The way the scheme works out is explained in detail as follows:

Now, farther down the column, below this particular stove and cut, appear quotations of other stoves of the same design, only larger. These other stoves, so the advertisement states, have 12, 14, 16 and 18-inch fire pots. The 16 and 18-inch fire pot stoves are the ones with which we have to deal, for they are the ones the catalogue house designs to sell. Now the stove with the 18-inch fire pot, so says the advertisement, weighs 160 pounds and the price is $7.19. The material in this stove, of course, costs the same per pound as the material in the $3.25 stove. Very well; it weighs 160 pounds and at 2 cents per pound the material would cost $3.20. The cost of making would be just the same as that of making the stove with the 10-inch fire pot, the operations of making being the same, therefore, as the cost of making the first stove has been shown to be $1.85, the cost of making the larger stove would be the same. We will then add $3.20, cost of material in the large stove, to $1.85, the cost of making the large stove, and we have $5.05 as the actual cost of the stove to the catalogue house. This stove which cost $5.05 is listed to sell at $7.19 therefore we have a profit of $2.14 on the large stove, or about 42½ per cent gross profit.

Now listen what the advertisement says a little further down.

"The 16 and 18-inch stoves are large enough to heat a big room or fair-sized house, upstairs and down, and for a general home stove we recommend sizes 16 and 18."

Nothing there about the 10-size which is listed at cost is there? What is the result? The patron of the catalogue house buys the large stove in which there is a profit of 42½ per cent, but when he compares prices with his home dealer he uses the first stove in the list which is listed at actual wholesale cost, and which price the dealer, of course, cannot meet. Therefore the catalogue house kills two birds with one stone, it discredits the local dealer with his patron, if a comparison is made, and later sells a large stove at a profit of 4½ per cent, for the patron will not buy the small stove when the advertisement practically informs him it is not what he wants.

This is exactly the point which we made in reference to the different-priced steel ranges, and which too many dealers lose sight of. It is not the small size steel range or cook stove whose price is glaringly advertised and which the dealer too often breaks his neck to meet, which the catalogue house sells or intends to sell, but it is the larger size steel range which is sold at a substantial margin of profit.

Few among us, whatever our station in life, should not dislike to admit that they have been played for a sucker, and the farmer who spurns with disdain the dealer's offer of a range or a cook at a fair price and commences negotiations with a Chicago catalogue house for one of the stoves which they offer as bait at a price which they do not intend to sell them for if they can possibly avoid it, is not willing to admit that when the transaction is through with he has paid a good deal more to the catalogue house for a piece of goods that is not any more satisfactory than he could have purchased in his home town for a lower price.

News Siftings

MEETINGS.

North Dakota Retail Hardware Dealers' Association—Fargo, Feb. 1, 2, 3. Headquarters, Commercial Club.

Wisconsin Retail Hardware Dealers' Association—Milwaukee, Feb. 1-2. Headquarters, Republican House.

Nebraska Retail Hardware Dealers' Association—Omaha, Feb. 7-8. Headquarters, Millard Hotel.

Iowa Retail Hardware Dealers' Association—Des Moines, Feb. 8, 9, 10. Headquarters, Savery Hotel.

Kentucky Retail Hardware and Stove Dealers' Association, Louisville, Feb. 14 and 15.

Illinois Retail Hardware Dealers' Association—Peoria, Feb. 14, 15, 16. Headquarters, Turner Hall.

Colorado Retail Hardware Dealers' Association—Denver, Feb. 14-15. Headquarters, Hotel Adams.

Indiana Retail Hardware Dealers' Association—Indianapolis, Feb. 21, 22, 23. Headquarters, Denison Hotel.

Minnesota Retail Hardware Association—Duluth, Feb. 22, 23, 24. Headquarters, Hotel Spalding.

Missouri Stove & Hardware Dealers' Association—St. Joseph, Feb. 28, March 1.

Ohio Hardware Association—Dayton, Feb. 28, March 1. Headquarters, Algonquin Hotel.

National Retail Hardware Dealers' Association—Minneapolis, March 14, 15, 16.

Stove Founders' National Defense Association, Chicago, May 9.

National Association of Stove Manufacturers, Chicago, May 10, 11.

Arkansas Retail Hardware Dealers' Association—Little Rock, in June.

Southern Hardware Jobbers' Association—Virginia Hot Springs, Va., June 6-9. Headquarters, New Homestead Hotel.

American Hardware Manufacturers' Association—Virginia Hot Springs, June 6-9. Headquarters, New Homestead Hotel.

Michigan Retail Hardware Dealers' Association—Detroit, in August.

National Hardware Association—Washington, D. C., November 15, 16, 17.

American Hardware Manufacturers' Association—Washington, D. C., Nov. 15, 16, 17.

H. A. Power is interested in a new stove foundry at Rome, Ga.

The Williams Stove Lining Co., Taunton, Mass., send us a check for 365 days of health, happiness and prosperity.

J. S. Quay and L. M. Reed of the Summit Stove Co., Geneva, N. Y., are, it is said, making arrangements for the manufacture of stoves at La Crosse, Wis.

The J. B. Smith Foundry Supply Co., Cleveland, Ohio, are sending their friends some little vest pocket diaries which contain small maps, postal rates and a fund of useful information.

F. & L. Kahn & Bros., Hamilton, O., are sending out some very attractive advertising matter calling attention to the opportunity offered the trade in handling Estate stoves and ranges.

The South Bend Malleable Steel Range Co., South Bend, Ind., who are well known to the trade as manufacturers of malleable steel ranges, have incorporated with a capital stock of $10,000. Henry Engman, Jacob Wolverton and Wm. L. Kizer are the incorporators.

W. S. Todd, who is well known in the stove world, has severed his connection with the Albany Foundry Co., Albany, N. Y., and is now with the Chattanooga Pipe & Foundry Co., of Chattanooga, Tenn.

A handsome set of toilet articles was given Wm. Corry, retiring manager of the Stove Manufacturers' Repair Association, 230 Water street, New York, as a testimonial from the employes of that concern.

The Southern Supply & Machinery Dealers' Association are sending out a little booklet giving a list of their officers, committee, active and honorary members. C. B. Carter, Knoxville, Tenn., is the secretary.

Richard Cunningham, Geo. D. Cunningham and Theresa Cunningham are the incorporators of the Saratoga Salvage Co., Saratoga Springs, N. Y., capitalized at $5,000 for dealing in scrap iron and metals.

Marcus Byer, Ira D. Andrews, Leonard D. Scott and Wm. T. Littlejohn are the incorporators of the I. X. L. Mfg. Co., Terre Haute, Ind., capitalized at $100,000, for manufacturing vapor burners and stoves, motor power churns, etc.

The Nickel Plate Stove Polish Co., Chicago, are desirous of figuring with stove manufacturers and jobbers in order to supply their wants in the line of Russian asbestos cement, Russian stove putty, Russian roofing cement and paste and liquid stove polish.

The Foster Stove Co., Ironton, O., will be represented by Emil Schoup in Central and Southern Ohio and Indiana. E. E. Tibbets will look after their interests in Illinois and Kentucky and L. E. Marting will have Virginia and West Virginia as his territory.

The Wm. T. Dust Co., makers, jobbers and dealers in stove and furnace repairs, 30-32 Macomb street, Detroit, Mich., send us a little calendar for the ensuing year. This shows a pretty colortype reproduction of A. Asti's painting of Marcelle. One of these calendars will be sent the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

John Berger, Mansfield, O., who is one of the most popular knights of the road in the Buckeye state, advises us in a recent favor that he will continue to call on the trade in that commonwealth in the interests of Detroit vapor stoves, Baxter stoves and ranges and New Method gas ranges and heaters. He also contemplates taking a well earned vacation in the spring and paying a brief visit to Switzerland.

The Dangler Stove Co. Div. of the American Stove Co., Cleveland, O., send us a little circular calling attention to the merits of the Dangler Blue Flame wick oil stove. Where this stove is used the simple wick stop device regulates the flame. The use of seamless drawn brass tubes prevents the possibility of leakage. The Dangler combustion tubes are constructed on scientific principles fully protected by patents.

The Pittsburgh Stove & Range Co., Pittsburgh, Pa., have just completed an elevated oven gas range, which they style the Alice Good Luck. It has a 20-inch draw-out oven and is Good Luck quality throughout. Their Cinderella steel range has planished steel

draw-out duplex grate, cast iron flue box, six cooking holes, broiler door, extension for wood, profuse nickel ornamentation, attractive high closet and 16 x18-inch ovens.

C. L. Hayden and J. E. Warren are sending their friends a very striking circular inviting the friends of Round Oak stoves, ranges and heaters, made by the Estate of P. D. Beckwith, Dowagiac, Mich., to attend the annual meeting of the Western Implement & Vehicle Dealers' Association to be held at Kansas City, Mo., Jan. 16-21, to make their rooms at the Coates House at that city, their headquarters during the meeting.

The Peninsular Stove Co. advise their friends in the trade that they have opened new western headquarters and salesrooms at 313-317 S. Canal street, Chicago. They further state that the announcement in several of the papers to the effect that the disastrous fire of Dec. 31 would handicap their business for a short time is entirely erroneous as all orders, shipments, and general business will be taken care of with the same promptness in the future as in the past.

The Marion Stove Co., Marion, Ind., have arranged with an efficient corps of salesmen to represent them during 1905. H. E. Rechner will have Ohio and Michigan as his territory. Tom Fruchey will travel through Indiana, Illinois and the eastern half of Iowa. E. A. Ridgeway will have the western half of Iowa, Nebraska, Kansas and the northern half of Missouri. H. J. Cookewill have South Dakota as his territory and O. R. Betts will have Minnesota, North Dakota and Montana.

Schill Bros. Co., Crestline, O., well known manufacturers of furnaces, stoves and ranges, have brought out a new cast range which is very massive in appearance and contains all modern improvements. This range is made in 36 styles and sizes including steel high closet, also high shelf. This high shelf can be converted into a tea shelf by taking the upper section off. It has a draw out grate and can be furnished with or without oven thermometer and in every conceivable style.

W. J. Yeoman, Mankato, Kans., is the inventor of a stovepipe cleaner designed to furnish a means or device for cleaning stovepipes and chimney-flues, so constructed that it is adapted to be conveniently inserted in and removed from the pipe or flue. The chief feature is a scraper consisting of a metal blade, which is so attached to a handle that it may be adjusted in the same plane therewith, or at right angles thereto, as required for inserting it in the stovepipe and for effective work therein.

The Odin Stove Mfg. Co., Erie, Pa., advise the trade that with their increased capacity of 15,000 square feet in their factory and the many new features they have added to their line of gas ranges, cookers and hot plates, they will be able to serve the trade with a most modern line of gas appliances. Among the new appliances they have lately produced are copper coil water heaters with column burners, all flames playing directly outwards against the copper coils. They are making the Tri-Odin sectional burners with either Star top or round top. Their Mr. L. M. Geer has started on his trip to the trade in the interests of these goods.

The Joliet Stove Works, Joliet, Ill., are sending out the following notice to the trade:

"This promises to be a great year for business, and those who select wisely the goods which are up-to-date and salable will reap a rich harvest.

"This is the season for reconstructing your plans—casting out the unprofitable lines and arranging for better ones. At this juncture remember Moore's stoves.

"The Moore quality in the easy line to sell is the kind that not only brings trade, but at the same time adds to your reputation for good goods. It is a real and permanent money maker.

"We cannot tell you all about it here, but just give us a hint and our catalogue and salesman will be forthcoming."

The Schneider & Trenkamp Co. division of the American Stove Co., Cleveland, O., will be represented during 1905 by the following corps of salesmen: Robt. Merke will have Ilinois, L. E. Ambrose, western Iowa, Nebraska and Kansas, and W. G. Bowman, southern Wisconsin and eastern Iowa. J. D. Wood will sell Reliable goods in Minnesota, North and South Dakota. P. W. Hennings will look after special trade. J. Schirathin will call upon dealers in Chicago and suburbs and H. S. Whitcomb will also visit the Chicago trade. J. J. Mullen will consume considerable mileage before next Christmas as he will do missionary work in Ohio, Kentucky, West Virginia, western Pennsylvania and western New York. J. R. Cunningham will hunt for orders in Indiana and Michigan and A. V. Ellis will have northern Ohio and the eastern states as his bailiwick.

AN INTERESTING BANQUET FOR THEIR SALESMEN.

The Charter Oak Stove & Range Co., St. Louis, Mo., gave a banquet to their salesmen on Jan. 4 last, all of their representatives on the road being present as well as their heads of departments and the officers of their company. The floral decorations were handsome and the quartette of colored jubilee singers added to the jollity of the occasion. The evening was spent very pleasantly and all those present felt that this annual gathering was of mutual interest and benefit to all concerned.

Several novel features which made very felicitous hits were introduced at this banquet, as each banqueter on being ushered into the banquet hall found a miniature satchel placed on his plate, with his name thereon, this answering in lieu of the usual card system of indicating seats at the table.

Within each of these miniature grips was an order book, each page of which contained one of the courses of the menu.

Order No. 1 was dry Martini cocktail with stuffed olives. The second order called for Blue Point oyster cocktail. Order No. 3 was for Mulligatawny soup. The man who took order No. 4 disposed of a French

house of some kind, as its label was Chateau Yquem. Order No. 5 was a double order, viz., filet sole, potatoes Duchess. Order No. 6 was filet Mignon with asparagus tips. Order No. 7 was for "bubbles." Order No. 8 was punch a la Romaine. Order No. 9 was grape fruit salad with French dressing. Order No. 10 consisted of cheese, Neufchatel and Roquefort with Bear le duc jelly, crackers, and the final order was cafe noir, cigars Bock Panatella Maduro, Down Town Club Claro.

ROUND OAK ANNUAL GREETING.

The Estate of P. D. Beckwith, Dowagiac, Mich., send us their "Round Oak Annual Greeting" from which we make the following condensed excerpts:

"We have been making and selling the genuine Round Oak heating stove for thirty-four years. It was a success from the very first, because the principle of construction was right—and we made it good. We have, from the beginning of its manufacture, preserved with utmost care the principle of its construction and our methods of putting it together. The result everybody knows. It is the most popular, most satisfactory, and has the largest sale, of any stove known to the trade. Its continued uninterrupted success and constantly increasing sale have been the wonder of the stove fraternity, and it is by no means uncommon for its competitors to speak good words in its praise. This situation has been brought about by its incomparable merits. It satisfied the user. Everybody liked it. It made friends and held them. Each stove sold, sold more. But, best of all, as the years rolled on it stayed by them, good and sound—it lasted. Thousands of unsolicited letters have been received by its makers.

We shall present the genuine Round Oak for 1905 in new design and ornamentation which surpasses any of our previous efforts. While the new dress makes it much handsomer, with more graceful, cleaner-cut lines, and more desirable in every way, we call upon you all to remember that the change is only skin deep. Those features which have made it superior to every other heating stove have not been changed, and our customers can recommend it and guarantee it with the same certainty they have in the past. Its strong points continue to be: Holding the fire, and continuing to hold it as long as it can stand up; heating the floor, because the base is small and the grate close to the floor; economy in the use of any kind of fuel; and great durability, the latter a point which seems to have been entirely overlooked in the "world beaters" which spring up in flocks every year. You can, therefore, continue to set forth the merits of the genuine Round Oak with the foreknowledge that your competitor cannot equal it—that it will suit and satisfy the user, make friends and new customers.

The large increase in sales of the Round Oak furnace the past season, in what we believe was generally considered an off year, is the best proof we can offer of the growing appreciation on the part of furnace users for a furnace of high quality. We shall continue to make our furnace just as good as we can and ask a reasonable price for it alike to all. We make furnace plans and offer suggestions for installing warm-air heating plants.

Those of our customers who have seen the Round Oak Chief steel range can understand the astonishing record made by this incomparable range. It has had probably the largest sale in its first year of any range ever turned out. It is pronounced the best proportioned, best mounted and finest finished range on the market. It has satisfied every one of our customers who has taken it up, and with this record we feel that we can urge those of our customers who have not seen it, to sample it, feeling sure that they will like it and undoubtedly duplicate the success attained wherever it has been shown."

DEATH OF ALVIN C. MASON.

The trade will learn with deep regret of the death of Alvin C. Mason of the M. & D. Range Co., 96-100 Lake St., Chicago, which took place on Dec. 30, from pneumonia. Mr. Mason was born in Charlestown, N. H., in 1834. In 1855 he married Caroline Davis, the sister of Frank B. Davis, who was so long his partner. Mrs. Mason died two months ago. Mr. Mason is survived by two children, Carolyn V. and Harry W., a third child having died in infancy.

Col. Mason served during the war with distinction and in 1865 became associated with the firm of Smith, Mason & Co., Springfield, Vt., manufacturers of a line of mop sticks and patent clothes pins. Mr. Mason came to Chicago in 1868 to establish a branch of this company. Five years later the firm of Mason & Davis was formed and they established a foundry, which was the first in Chicago where light castings were manufactured. In 1879 they embarked in the manufacture of stoves making a line of base burners and other heating stoves, cast cooks, etc. In 1884 the firm embarked in the manufacture of steel ranges and hotel supplies. They were probably the first firm to make steel ranges for family use and one of the innovations they made in steel range manufacture which has been widely followed was the substitution of round for square fire pots.

Mr. Mason was one of the best known and most popular stove and range manufacturers in the country, and there was universal regret when it was learned that he had been taken seriously sick some three months back and that a couple of paralytic strokes left him in poor condition for withstanding any further complication.

The funeral was held on Jan. 2 from the residence of his son in Irving Park to Oakwoods Cemetery, and was held under the auspices of Columbia Post of the G. A. R.

SUPPLY IS EXHAUSTED.

The calendar for 1905 issued by The Peters Cartridge Company, Cincinnati, O., has proved so popular with sportsmen and dealers all over the country and the demand for them has been so great that the supply has already been exhausted. The announcement is, therefore, made by The Peters Cartridge Company, that no further requests can be filled.

The Hardware Record.

American Hardware Mnfs. Assn.
Pres., J. C. Birge, St. Louis, Mo.
Vice-Pres., C. W. Asbury, Philadelphia, Pa.; Geo. W Corbin, New Britain, Conn.; Henry B. Lupton, Pittsburgh, Pa.
Sec.-Treas., F. D. Mitchell, Philadelphia.
Ex. Com., W. M. Trussig, Bridgeport, Conn.; Sam'l Disston, Philadelphia; Wm. H. Hays, Pittsburgh; John E. Harbster, Reading; Geo. P. Hart, New Britain; W. M. Pratt, Greenfield, Mass.; E. G. Buckwell, Cleveland; E. B Pike, Pike, N. H.

Arkansas Retail Hdw. Dealers' Assn
Pres., Hamp Williams, Hot Springs.
1st. V. P., T. B. Stewart, Newport.
2d V. P., R. P. Graham, Fordyce.
Sec.-Treas., C. E. Taylor, Little Rock.
Ex. Com., J. E. Maxey, Ozark; J. A. Plummer, Marianna; R. P. Allen, Van Buren; J. L. Davis, Magnolia, one year each; Frank B. Gregg, Little Rock; C. T. Rosenthal, Batesville; J. M. Pittman, Prescott, two years each.

Chicago Retail Hdw. Dealers' Assn.
Pres., H. E. Gnadt.
V.-P., W. B. Costello.
Sec., G. R. Lott.
Collector, John Hora.
Treas. J. L. Smith.

Hardware Merchants' and Manufacturers' Assn. of Philadelphia.
Pres., Thomas Devlin.
V.-P., John R. Griffith.
S.-Treas., T. James Fernley.
Directors, W. W. Supplee, John R. Griffith, E. S. Jackson, W. C. Peters, S. Disston, E. Fisher, J. H. Ritter, T. Devlin, T. J. Fernley.

Indiana Retail Hdw. Dealers' Assn.
Pres., E. M. Bush, Evansville.
1st. V.-P., A. Shidler, So. Bend.
2d V.-P., T. J. Lindley, Jeffersonv'l
Sec.-Treas., M. L. Corey, Argos.
Members Ex. Com., W. P. Lewis, New Albany; Chas. E. Hall, Indianapolis; J. L. Fulton, Portland.

Illinois Retail Hdw. Dealers' Assn.
Pres., Charles H. Williams, Streator.
V.-P., W. T. Gormley, Chicago.
Sec., L. Nish, Elgin.
Treas., Geo. A. Englehardt, Chicago.
Ex. Com., Charles H. Williams, Streator; W. T. Gormley, Chicago, L. Nish, Elgin; Geo. A. Engelhardt, Chicago; Frank McKenney, Rockford; Chas. Johnson, Peoria; L. D. Ray, Belvidere; F. F. Porter, Chicago; Wm. Bittel, Peoria; H. G. Cormick, Centralia.

Indian Territory Retail Hdw. Assn.
Pres., A. L. Severance, Durant.
1st V.-P., Geo. W. Mowbray, Tulsa
2nd V.-P., W. J. Pettee, Oklahoma City.
Secy., W. G. Johnston, Oklahoma City.

Iowa Retail Hdw. Dealers' Assn.
Pres., S. R. Miles, Mason City.
V.-P., H. S. Vincent, Ft. Dodge.
Treas., A. C. Vieth, Oakland.
Members Ex. Com., T. A. Nichols, Burlington; D. A. Stauffer, Iowa City; W. B. Baumgardner, Dubuque; U. S. Johnson, Tama; F. W. Ritter, Hedrick; Thomas Gadd, Des Moines; F. F. Botlinger, Afton; Chas. Swaine, Council Bluffs; Wm. H. Millard, Cherokee.

Kansas Hardware Dealers' Assn.
Pres., Oscar Roehr, Topeka.
V.-P., E. J. King, Logan.
Sec.-Treas., J. A. Cole, Topeka.
Ex. Com., F. W. Bartlett, Kansas City; T. H. Kiniry, Beloit; J. M. Walters, Robinson; J. H. Hamilton, Arkansas City; T. J. O'Neill, Osage City.

Kentucky Retail Hardware and Stove Dealers' Association.
Pres., J. C. Frederick, Owenboro.
1st V.-P., J. C. Mahon, Lawrenceburg.
Sec., John R. Sower, Frankfort.
Treas., J. Steitler, Owensboro.

Michigan Hardware Association.
Pres., J. B. Sperry, Port Huron.
V.-P., Geo. B. M. Towner, Muskegon.
Treas., Henry C. Weber, Detroit.
Sec., Austin J. Scott, Marine City.
Ex-Com., S. Winchester, Jackson; J. G. Patterson, Detroit; E B. Standart, Holland; E. S. Roe, Buchanan; John Popp, Saginaw; W. P. Culver, Portland; K. S. Judson, Grand Rapids; J. H. Whitney, Merrill; E. J. Morgan, Cadillac; T. Frank Ireland, Belding.

Minnesota Retail Hardware Assn.
Pres., A. T. Stebbins, Rochester.
V.-P., George Evenson, St. Peter.
Sec., M. S. Matthews, Minneapolis.
Treas., G. F. Duerre, Plain View.
Ex-Com., W. H. Tomlinson, Le Sueur; J. H. Smith, Minneapolis; H. R. Schroeder, St. Paul; J. A. Roehl, Owatonna; W. T. Cowing, Alexandria; C. H. Casey, Jordan; Louis Gewalt, Breckenridge; Chas. F. Ladner, St. Cloud; J. F. McGuire, St. Paul; A. T. Stebbins, Rochester; Geo. M. Evenson St. Peter.

Missouri Retail Stove and Hardware Dealers' Association.
Pres., Tayler Frier, Louisiana.
V.-P., E. L. Wachter, St. Louis.
Sec., F. N. Neudorff, St. Joseph.
Ex. Com., J. W. Poland, Carrollton; F. N. Kannsteiner, St. Louis; W. T. Shoop, Richmond.

National Hardware Association.
Pres., S. A. Bigelow, Boston.
Vice-Pres., John C. Koch, Milwaukee.
2nd Vice-Pres., Brace Hayden, San Francisco.
Sec.-Treas., T. James Fernley, Philadelphia.
Ex. Com., R. M. Dudley, Nashville; W. S. Wright, Omaha; W. D. Taylor, Cleveland; F. Barker, Elmira, N. Y; J. D. Moore, Birmingham, Ala; P. E. Strauss, Boston.

Nebraska Retail Hdw. Dealers' Asn.
Pres. J. C. Cornell, Ord.
Vice-Pres., F. D. Kees, Beatrice.
2d V.-P., Max Uhlig, Holdrege.
Sec.-Treas., H. J. Hall, Lincoln.
Ex. Com., W. J. Jakway, Lincoln; Theo. Sinbold, Omaha; Alex F. Meyer, Hastings.

National Retail Hdw. Dealers' Asn.
Pres. W. P. Bogardus, Mt. Vernon, O.
V.-P., W. H. Tomlinson, LeSueur, Minn.
2d V.-P., F. C. Moys, Boulder, Col.
Sec., M. L. Corey, Argos, Ind.
Treas., A. T. Stebbins, Rochester, Minn.
Ex. Com., T. Frank Ireland, Belding, Mich.; James N. Kline, Williamsport, Pa.; Frank F. Porter, Chicago; S. E. Jones, Richmond, Ind.; A. H. Abbe, New Britain, Conn.

N. Dakota Retail Hdw. Dealers' Asn.
Pres., H. F. Emery, Fargo.
1st V.-P., G. W. Wolbert, Bismarck.
2d V.-P., A. C. McNiven, Langdon.
Sec., C. N. Barnes, Grand Forks.
Treas., H. T. Heigesen, Milton.
Ex. Com., E. E. Elliott, Sanborn; H. F. Strehlow, Casselton; Hurbert Harrington, Fargo.

Ohio Hardware Association.
Pres., John F. Baker, Dayton.
V.-P., C. S. Johnson, Barberton.
Cor. Sec., Frank A. Bare, Mansfield.
Fin. Sec., W. C. Jones, Columbus.
Treas., L. F. Stahler, Waverly.
Ex. Com., John C. Fuhr, Williamsburg; John Kramer, Dayton, C. W. Jewell, Utica; W. A Perry, Zanesville; Frank W. Ingalls, Byran.

Pennsylvania Retail Hdw. Assn.
Pres., Joseph M. Selheimer, Lewiston.
V-P., Geo. V. Thompson, Mt. Jewett.
Sec.-Treas., J. E. Digby, McKees Rocks.
Ex. Com., Joseph M. Selheimer, Lewiston; Geo. W. Hackett, Sunbury; J. E. Digby, McKees Rocks; James N. Kline, Williamsport; George L. Moore, Brownsville.

St. Louis Stove Dealers' Assn.
Pres., R. H. Myers.
1st V.-P., E. L. Wachter.
2d V.-P., G. M. Rinie.
Sec., Louis Boehl.
Treas., F. A. Kannsteiner.

Southern Hardware Jobbers' Assn.
Pres., W. M. Crumley, Atlanta, Ga.
1st V.-P., John Donnan, Richmond, Va.
2d V.-P., E. A. Peden, Houston, Texas.
Ex. Com., Bruce Keener, Knoxville, Tenn.; Chas. Ireland, Greensboro, N. C.; O. B. Barker, Lynchburg, Va.

Texas Retail Hdw. and Imp. Assn.
Pres., S. L. Erwin, Honey Grove.
1st V.-P., W. M. Gunnell, Marlin.
2d V.-P., J. D. Carroll, Quanah.
Sec. & Treas., J. W. McManus, Waxahachie.

Wisconsin Hdw. Dealers' Assn.
Pres., H. L. McNamara, Janesville.
V.-P., Ralph Burtis, Oshkosh.
Sec.-Treas., C. A., Peck, Berlin.
Ex. Com., W. H. Busse, Milwaukee; E. R. Ramm, New London; H. S. Scofield, Sturgeon Bay; R. Murdoch, Beloit.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 40 to 44 inclusive.

Mayer & Forbes, a Morin, Tex., hardware firm, have assigned.

The Minidoka Hardware Co. are a new Minidoka, Wash., concern.

Daniel Boyd has engaged in the hardware business in Post Falls, Ida.

M. E. Jamison, a St. Anthony, Minn., hardware dealer, has sold out.

The Pardeeville Hardware Co., Pardeeville, Wis., are victims of a recent fire.

H. M. Clime & Son are a new firm of North Topeka, Kans., hardware dealers.

Hoffer & Kennedy have engaged in the hardware business in Haven, Kans.

G. S. Anderson, a lumber dealer of Wallace, Ida., is adding a hardware stock.

A. Kitteck succeeds John Counzet in the hardware business at Delano, Minn.

Hiserote Bros. have sold their hardware business at Ossawa, Ia., to C. A. Ryan.

Austin Bros. succeed W. S. Long in the hardware business at Marquette, Neb.

P. Kuhl has sold his hardware business in Earling, Ia., to Kohles & Hendricks.

L. F. Powell succeeds Wade & Push in the hardware business at Pierson, Ia.

Skow & Skow succeed John Trestven in the hardware business at Luck, Wis.

D. O. Olive has purchased the hardware business of R. R. Craig in Wellman, Ia.

R. W. Cantrill & Co. have engaged in the hardware business in Pomeroy, Wash.

C. V. Rodgers has retired from the Rodgers Hardware Co., in Claremore, I. T.

F. H. Treat succeeds F. H. Treat & Son in the hardware business at Canton, S. D.

Robert Weiss has purchased the hardware business of J. W. Hart, in Upland, Cal.

M. H. Dickson has sold his business in Merkel, Texas, to the Berry Hardware Co.

E. Kruhm has sustained a fire loss in his hardware establishment in Doehner, Neb.

Wise & Reding succeed E. Wise & Co. in the hardware business at Bay City, Minn.

W. S. Long has sold his stock of hardware, etc., in Marquette, Nebr., to Austin Bros.

J. J. Steil is succeeded in the hardware business at Emmetsburg, Ia., by John Peterson.

A. H. Abraham succeeds D. Callahan in the hardware business at Belle Plaine, Minn.

H. B. Walling has purchased the hardware business of A. W. Pilkington, in Anthon, Ia.

It is rumored that the American Hardware Corporation may shortly take over the business of the Corbin

Cabinet Lock Co. Both are New Britain, Conn., concerns.

O. J. Buckmacker, a Columbus, Neb., hardware dealer, is the victim of a recent fire.

Victor Rowland has purchased the hardware stock of the late H. M. Funk at Polo, Ill.

H. Bowen has purchased the business of the Clearfield Hardware Co., Clearfield, Ia.

Chas. Waite has sold his business in Hutchinson, Kans., to the Colladay Hardware Co.

Koneman & Schultz succeeds G. A. North & Co. in the hardware business at Junius, S. D.

Robt. W. Hall has purchased the business of the Ketch Hardware Co., Richmond, Ind.

Fletcher, Eastman & Teller will discontinue their branch hardware store in Nampa, Ida.

C. J. Bovee & Son have sold their hardware business in Sibley, Ia., to W. L. Mitchell.

Peter Kuhl is succeeded in the hardware business at Earling, Ia., by Kohles and Henricks.

J. M. Cox has sold his hardware and queensware business in Foulke, Ark., to W. J. Holt.

Arthur J. Baxter has sold his hardware business in Neosho Falls, Kans., to O. H. Edwards.

Wm. M. Curtiss & Co. succeed Wm. M. Curtiss in the hardware business at Ballard, Wash.

Miller & Dancey succeed Miller & Alyward in the hardware business at Mineral Point, Wis.

The Mason & Hoven Hardware Co. will engage in business in De Queen, Ark., about Jan. 15.

Goodhart & Doyle have sold their drug stock in Elkhorn, Neb., but retain their hardware stock.

J. T. & I. F. Hopkins have purchased the business of the Wilt Hardware Co., in Rossville, Kas.

Jacob Ohm is adding a jewelry stock to his hardware and harness business in Rising City, Nebr.

Reid & Jasper have been succeeded in the hardware business in Lebo, Kans., by Evans & Reed.

Stanffer & Eckleberger succeed Homer Martin in the hardware and stove business at Deshler, O.

The Vickery Hardware Co., Centerville, Ia., have changed their style to the Luther Hardware Co.

Thomas Rockford has purchased the hardware business of McCoy & Harrison, in Leigh, Nebr.

J. L. Elam has consolidated his hardware business in Walla Walla, Wash., with the Peacock Mill Co.

The Kentucky Retail Hardware & Stove Dealers' Association will meet at Louisville Feb. 14 and 15.

John Horst has succeeded to the hardware and implement business of Horst Bros., in Madison, Nebr.

Seda & Heron have purchased the hardware and furniture business of Alois Kadlee, in Howells, Nebr.

The Hill & Inman Co. have been succeeded in the hardware business in Modena, Mo., by Woods & Hill.

C. E. Gunn has sold his interest in the Adams Hardware & Furniture Co., in Lamar, Mo., to E. H. Adams.

Capt. Kirkaldie has purchased an interest in the hardware firm of E. L. Minard & Co., in Elma, Wash.

The Marion Hardware Co. are a new Marion, S. C., concern capitalized at $10,000. M. Baumough is president.

W. T. Mitchel has purchased the hardware and implement business of C. J. Bovee & Son, in Sibley, Ia.

B. M. Eastburn & Son have sold their hardware and implement business in Hillsboro, Ia., to Mowrey & Lewis.

The Ellis County Hardware Co., Waxahachie, Tex., have changed their name to the Howell Hardware Co.

E. F. Platt, a St. Joseph, Mich., hardware dealer, is closing his store every evening except Saturday, at 6 o'clock.

O. C. Brumley has purchased the hardware and furniture business of O. C. Armstrong & Co., Stratford, Tex.

Mac Llutz has accepted a position in the bookkeeping department of Farwell, Ozmun, Kirk & Co., St. Paul, Minn.

H. C. Taylor has purchased an interest in the hardware and grocery business of J. M. Temple, in Ness City, Kans.

The McClung, Buffat & Buckwell, Knoxville, Tenn., hardware dealers, gave their 18 employes a banquet on Jan. 5th last.

C. R. Donaldson, a Stewart, Minn., hardware dealer, has been appointed deputy oil inspector for McLeod county, that state.

Alfred Reck, a hardware merchant located at 17 Williams St., Buffalo, N. Y., was arrested on Jan. 4th for alleged arson.

H. E. Wetherbee, a Greenville, Miss., hardware dealer, died in that city on Jan. 3. He was in the 62d year of his age.

L. F. Darr is erecting a new building in Uniontown, Ida., in which will be installed a new stock of hardware and implements.

The Kuhnly Plumbing & Heating Co. succeed Kuhnly & Pritchard in the heating and plumbing business at Rockville, Conn.

L. T. Fuller, Henry Cook and M. D. Fuller are the incorporators of the Fuller Cook Hardware Co., Houston, Tex., capitalized at $75,000.

Wm. H. Cole & Sons, Baltimore, Md., wholesale hardware dealers will shortly erect a warehouse at 40-42 South Charles street, that city.

L. C. Stevenson has been appointed superintendent of the Struthers, Niles, Chester and Crescent mills of the American Sheet & Tin Plate Co.

O. J. Buckmaster has sustained a fire loss in his hardware establishment in Columbus, Nebr. The loss is $5,000, partly covered by insurance.

J. M. Buck, Frank L. Lee, and Thad A. Cox are the incorporators of the Barton-Michols Hardware Co., Johnson City, Tenn., capitalized at $16,000.

Joseph Mikulecky succeeds Mr. Janecky in the hardware firm of Zila & Janecky at Hutchison, Minn., the style of the firm becoming F. J. Zilla & Co.

Chas. A. Templeton, Wm. B. Hotchkiss, Harriet F. Hotchkiss and Martha A. Templeton are the incor-

porators of the Hotchkiss & Templeton Co., Waterbury, Conn., capitalized at $25,000, for the manufacture and sale of hardware.

Milton W. Johnson, Elias R. Gantz and David Moore are the incorporators of the Schell Keyless Lock Co., Washington, D. C., capitalized at $30,000.

E. B. Woodruff, W. W. Cleland and Alice Matthews are the incorporators of the E. B. Woodruff Hardware Co., Knoxville, Ia., capitalized at $25,000.

It is said that Marifjeren & Oberbye and O. E. Hasle are negotiating for the purchase of the hardware stock of Lofthus & Lofthus at Park River, N. D.

Chas. J. Shea has resigned his position with the Bingham Hardware Co., Cleveland, O., to take charge of the claim department for Morley Bros., Saginaw, Mich.

Robt. C. Bialy, Abraham D. Bialy and Wm. H. McKerreghan are the incorporators of the Bialy Hardware & Supply Co., Bay City, Mich., capitalized at $20,000.

The Standard Sanitary Mfg. Co., Pittsburgh, Pa., will shortly erect a $75,000 foundry in Louisville, Ky. This will be a steel structure with concrete walls 120 x 320 feet.

H. M. Cosey, G. M. Cassens and J. Frantz are the incorporators of the Cosey Barb Wire Reel Co., Sterling, Ill., capitalized at $10,000, for manufacturing wire reels.

Chas. Eberhart, Marcus Eberhart and Emma Eberhart are the incorporators of M. Eberhart & Son Co., New York, capitalized at $50,000, for dealing in hardware and tools.

Chas. A. Roberts, Benson E. Brown, Geo. P. Pulfer and Benj. S. Warren are the incorporators of the Economy Weather Strip Co., Detroit, Mich., capitalized at $10,000.

H. E. Thomas, G. W. Lawyer, J. E. Thomas, E. N. Thomas and J. E. Parsons are the incorporators of the Live Hardware Co., South Pasadena, Cal., capitalized at $10,000.

F. F. Remmel, E. J. Galvin and Frank Mitchell are the incorporators of the Adjustable Wash Board Co., Rochester, N. Y., capitalized at $10,000, for the manufacture of wash boards.

Wm. C. McLean, Sarah M. McLean and Wm. B. Suters are the incorporators of the W. G. McLean Co., Waterville, N. Y., capitalized at $30,000, for carrying on a hardware business.

Emery Bruley, Jas. L. Gates, Kenneth W. Jacobs, Henry B. Hunter and R. B. Cunningham are the incorporators of the Bruley Steel Fence Post Co., Milwaukee, capitalized at $100,000.

H. L. Hurst, R. Hurst, Lydia M. Hurst, Helen D. Hurst and John W. Bins are the incorporators of the H. L. Hurst Mfg. Co., Canton, O., capitalized at $30,000 for the manufacture of hardware.

E. W. Wilson is president, A. H. Loeb is vice president and Chas. E. Boyce is secretary and treasurer of the Wilson Saw & Mfg. Co., Port Huron, Mich., capitalized at $100,000 for taking over the property of the Port Huron Saw Works, and the Port Huron Steel & Screw Co.

J. B. McGaughey is president, C. R. Benson is vice president, Olaf Prior is secretary, and W. W. Brown is treasurer of the Camden Hardware & Mill Supply Co., Camden, Ark., capitalized at $100,000.

The Chapin-Stephens Co., Pine Meadow, Conn., make a variety of useful goods for the trade including combination rules, spirit levels, squares, plumbs, bevels, inclinometers, protractors, right angle triangles, etc.

On Jan. 2, President Irwin and Secretary McManus of the Retail Dealers' Hardware & Implement Association of Texas met at Dallas to confer over details of the convention of that organization to be held at Dallas, Jan. 24, 25 and 26.

Geo. Allen, Newton, Mass., died suddenly in Boston on Jan. 3rd last. He was in the 84th year of his age and was senior member of the hardware firm of Allen & Lotts, Newton, Mass., with whom he had been identified for the past 60 years.

Brockett & Sons, Battle Creek, Mich., hardware dealers, were visited by burglars on Jan. 4 last; although their store is less than 100 feet from the police station. The loot secured by the marauders included 500 jackknives, 20 revolvers and 36 razors.

M. S. Matthews, secretary of the Minnesota Retail Hardware Dealers' Association, advises us that the sessions of that body will be held in the Lyceum theater, Duluth, on Feb. 22, 23 and 24 next, while the association headquarters will be at the Spalding Hotel.

The Paden-Ewing Hardware Co., Gadsden, Ala., has changed its style to the Ewing Hardware Co. C. W. and T. G. Ewing having purchased the Paden interests therein. The new company is capitalized at $60,000 with T. G. Ewing as president, and C. W. Ewing as treasurer.

Robt. Donahue, president of the Robt. Donahue Iron & Hardware Co., Burlington, Ia., entertained his employes at a banquet at his residence, 1018 Maple street, that city, on Dec. 30, that date marking the 50th anniversary of Mr. Donahue's business life in Burlington.

H. E. Gnadt, the well known Chicago hardware dealer located at 225 Roscoe boulevard, Chicago, is sending his customers an extremely pretty 1905 calendar mounted on an aluminum card in one corner of which is a faithful reproduction of Mr. Gnadt's genial features.

James H. Laurie, an Alamogordo, New Mexico, hardware dealer, was visited by burglars recently.

The new nail plant of the American Steel & Wire Co., located at Braddock, Pa., was started on Jan. 9th with a force of 250 men. This is said to be the largest nail plant in the country.

Silver & Co., 304-314 Hewes street, Brooklyn, N. Y., are sending the trade some attractive Marion Harland calendars for 1905. These are made of celluloid about the size of an average playing card and contain a picture of a Marion Harland coffee pot on one side with a neat calendar on the other.

Boykin & Murchison, Grapeland, Tex., hardware dealers, have filed a voluntary petition in bankruptcy.

G. H. Eberle, W. H. Gurnea, H. L. Sawyer, F. A. Rice, C. H. Pierce, E. C. Gwyn and Frank H. Krevel are the incorporators of the Lion Hardware Co., Springfield, O., capitalized at $20,000.

The White Mountain Freezer Co., Nashua, N. H., manufacturers of ice cream freezers, will be represented in eastern territory for 1905 by H. N. Lathrop; in western territory by Geo. H. Bartlett, and in southern territory by Daniel K. Stucki; while the W. F. Boardman Co. will look after their interests on the Pacific Coast.

Blish, Mize & Silliman Hardware Co., Atchison, Kans., hardware jobbers, will be represented on the road during 1905 by F. J. Gould, C. E. Wheeler, R. V. Hellener, J. W. Trimble, Robert S. Hughes, J. W. Ayres, J. H. Barry, Fred Bach, J. W. Eby, E. M. Davis, C. E. Filley, L. A. Davis, D. E. Birch and Eugene Smith.

The North Bros. Mfg. Co., Philadelphia, call attention to the fact that their American Twin freezer, which freezes two flavors of ice cream at once, their "Lightning" and their "Blizzard" are the only freezers made having cedar pails with electric welded wire hoop, cans of heavy tin with drawn steel bottoms and automatic tin scrapers.

Henry L. Hodges, secretary and treasurer of the Barney-Cavanaugh Hardware Co., Mobile, Ala., died at his residence, 305 Dauphin street, that city, on Dec. 31. Mr. Hodges was in the 63d year of his age and for the past 15 years has been associated with this firm. He is survived by three sons, George, Forrester and Harry Hodges.

The Strickler Hay Tool Co., Janesville, Wis., is the present style of the firm who are well known to the trade as manufacturers of the Strickler hay carriers, hay tools and hardware specialties. Hereafter their hay carriers will be painted red instead of green and will be labeled with the word "Strickler," which is copyrighted by them as a trademark.

The U. S. Wire Mat Co., Decatur, Ill., manufacturers of clinker hooks, flexible steel wire mats and matting, will be represented on the road during 1905 by L. E. Dillehunt in Illinois, Iowa, Missouri and Nebraska. E. C. McCune will look after their interests in Illinois, Ohio, Indiana, Wisconsin and Michigan, and E. E. Whitehurst will have Kentucky, Tennessee, West Virginia, Pennsylvania and New York as his territory.

Wm. J. Brown is president and treasurer, Wm. J. Fickle is vice president, and D. B. Mullins is secretary of the Virginia-Tennessee Hardware Co., a new Bristol, Tenn., concern capitalized at $50,000, fully paid up. This concern have purchased the merchandise and good will of the J. M. Barker Hardware Co. and will take over the business on Feb. 1. They will be pleased to receive catalogues and quotations from hardware manufacturers.

The E. A. Burbank Co., Berlin, N. H., advise us that on Jan. 4 last their two stores were burned to the ground and their stock was totally destroyed. They were partially covered by insurance. They have, however, secured new quarters and will be pleased to have manufacturers and jobbers of house furnishing goods, heating goods and hardware send them catalogues, price lists, etc., at once. This firm is one of the largest in New Hampshire. Their total sales for the past year have exceeded $60,000 and the stock which they carried at the time of the fire having been valued at nearly $40,000.

The Oneida Community, Oneida, N. Y., send us attractive advertising matter calling attention to their Community silver which has the style and finish of the best Sterling. It is made in triple-plus, only a plate heavier than triple. It is guaranteed for twenty-five years and is sold for almost the price of ordinary plate. Among their specialties is the Avalon baby spoon and food pusher which makes a very dainty present for a christening or first birthday. It is made of pure white metal with more than a triple plate of silver and is guaranteed to wear from the first little one of the family to the last and then become an heirloom.

The J. L. Clark Hardware Co., who have long been in the retail hardware business on the East side of Rockford, Ill., have gone out of business and have disposed of their retail stock. They have organized the J. L. Clark Mfg. Co. and are occupying the old Eclipse Gas Stove factory on the water power. In addition to toasters, flour sifters and other house furnishing goods, they are manufacturing a complete line of tin cans and tin boxes. L. H. Clark, the active manager of this company, is very well known to trade as having been secretary of the Illinois Retail Hardware Dealers' Association and has many friends in the trade.

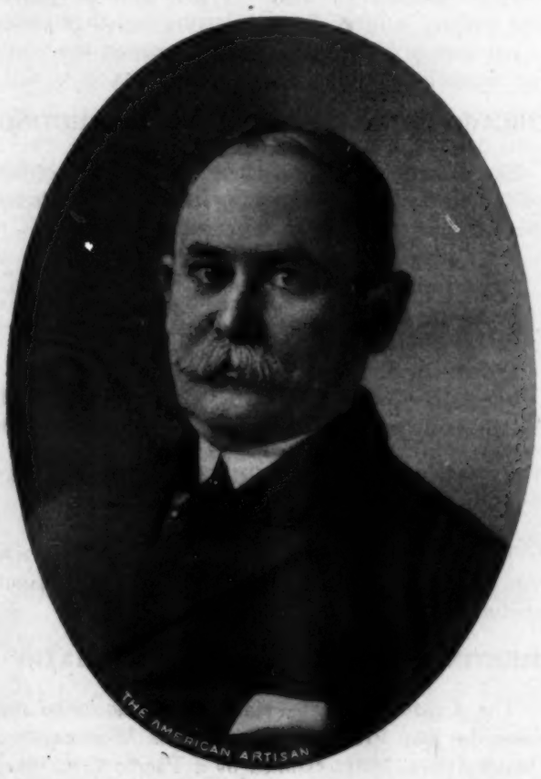
Robt. Marburg was a recent caller at THE AMERICAN ARTISAN office. For the past year and a half Mr. Marburg has been an employe of Kitchell & Marburg, Topeka, Kans., and Schroeter Bros., St. Louis, Mo., where he has been a close student of American methods of the manufacture and sale of stoves and hardware. He is returning to Frankfurt-on-the-Main, Germany, where he will take a responsible position with the firm of Louis Marburg & Son, a leading German firm handling hardware, stoves and German and imported metal ware of all kinds. Mr. Marburg has utilized his 18 months' stay in this country to familiarize himself with some of the best lines of American hardware which he intends to introduce to the German public.

Charles Moeser, treasurer of the Pickering Hardware Company, Cincinnati, O., in a recent interview says:

"We expect to see an increased business in 1905 over that of 1904. Particularly in the machine tool line there has been an upward tendency for some weeks, with prospect of greater growth in the new year. Firms which have been running on one-third or one-half time are now operating the full number of hours a day. Some are running night and day, with enough orders ahead to keep them busy two or three months. Higher prices, the result of demand, prevail in the steel, iron, copper and wire lines. Withdrawals are being made of prices quoted, with a stiffening of rates in these goods."

DEATH OF FAYETTE R. PLUMB.

The trade will learn with regret of the death on Jan. 7 last of Fayette R. Plumb, the Philadelphia manufacturer, which took place from pneumonia at Hot Springs, Ariz. Mr. Plumb was president of the Philadelphia Manufacturers' Club at the time of his death and was the first president of the American Hardware Manufacturers' Association. He was also the leading spirit in the formation of the Hardware Manufacturers' and Jobbers' Association of Philadelphia. Mr. Plumb died while conveying his daughter Georgiana to an Arizona sanitarium where she was to receive



treatment for tuberculosis. He contracted a cold while traveling which quickly developed into pneumonia.

He was married in 1870 to Miss Kate C. Middleton and leaves a widow, four sons, viz., Ralph, Fayette, Jr., Joseph R. and William, and two daughters, Miss Georgiana and Mrs. William Rohn.

Mr. Plumb was born in Tonawanda, N. Y., on May 2, 1848. He came to Philadelphia in 1867, entering the employ of Lloyd, Supplee & Morton, the well known hardware jobbers. He left them three years later to start the manufacture of edge tools in association with Jonathan Yerkes under the style of Yerkes & Plumb. On Mr. Yerkes' retirement, Mr. Plumb became the sole owner of an extensive business in the manufacture of hammers and similar tools. Mr. Plumb was a genial and energetic man whose genius for organization was marked not only in the successful and systematic expansion of his own business but also in his assistance in the formation and strengthening of various organizations both in the city in which he dwelt and the line of business endeavor in which he had been so successful. He is a man who will be widely missed.

THE NEVER-BREAK GARDEN TROWEL.

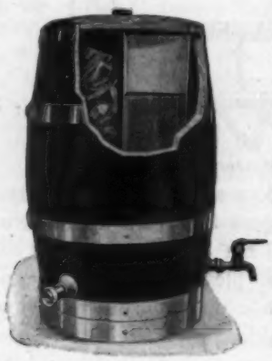
The Avery Stamping Co., Cleveland, O., are manufacturers of the Never-Break garden trowel shown in the accompanying illustration. These trowels possess strength, simplicity, and neatness. The blade and socket are forged integrally of 16-gauge sheet steel and are fitted with natural finished turned hardwood handle of non-cramping size. These trowels are lacquered and are put up in pasteboard boxes containing

Never-Break Garden Trowels.

a dozen each or in wood cases containing a gross each. This firm advise the trade to place a liberal stock so as to supply the rushing demand when garden time comes. They will be pleased to send circulars and prices to the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

COMPARTMENT COOLER.

A. Major, 461 Pearl street, New York, is manufacturer of the compartment cooler shown in the accompanying illustration. Ice and water are kept in separate compartments and water is kept at an even temperature. The inside is made of malleable iron, and water compartment is lined with white porcelain. The body is of Flemish oak with polished brass hoops and makes a handsome ornament for dining room or office. The well is made of malleable iron, with the top edge turned so that it is suspended in a groove around the inside of the staves near the top of the keg. This joint is sealed with white lead, making a dead air space between the sides and bottom of the keg and well, and prevents the metal parts being exposed to the outside air. The well is divided into two compartments by a partition extending across the center, one compartment being for water and the other for ice, thus keeping the two separate. The keg is provided with a bottom in the regular way, and a supplementary bottom is screwed to the first one, extending to the bottom of the lower hoop, to make a firm base for the keg to rest on. The cover sets on the top of the keg and comes down on the top of the water and ice compartments, closing the well against outside matter. One faucet is for drawing off the drinking water and the other for the melted ice. The cooler keeps the temperature of water at 40 degrees and consumes a very small quantity of ice. It is very durable. In addition to water it may be used for iced tea and similar beverages.



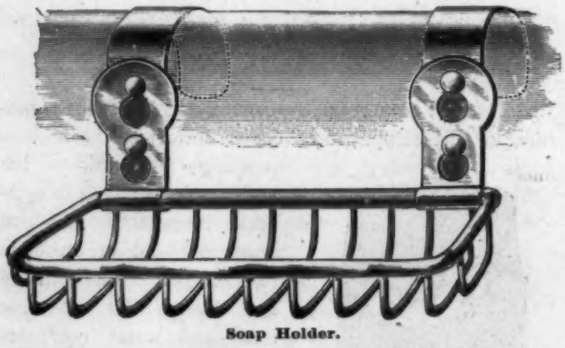
Major's Compartment Cooler.

SOAP HOLDER.

The accompanying illustrations show the soap holder and cigar rest made by the Taplin Mfg. Co., Forrestville, Conn. This firm make a great variety of bath room and toilet specialties, hotel and club goods in brass, bronze and nickel. Their goods include towel bars, soap holders, tooth brush trays, soap and sponge holders, sponge holders, soap, sponge and brush holders, soap or comb and brush holders, sponge and soap holders, robe hook, cigar rest, glass holders, toothbrush vases, paper holder, match holder, Delmonico match holder, cigar rest, and ash receiver, Waldorf match holder and ash receiver, match holder and ash trays, cigar rest and ash receivers, etc.

Cigar Rest.

Taplin's Perfection window stop adjusters are designed for window stops, door and sliding door stops. The centers on which the screw head rests are made of hard, heavy metal and will not bend in tightning the screws. This firm will be pleased to send one of their catalogues to the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."


Soap Holder.

FIGHTING CATALOGUE HOUSE COMPETITION.

The Oshkosh, Wis., Northwestern of Jan. 5 contains an interview with R. M. Burtis of that city, vice-president of the Wisconsin Retail Hardware Dealers' Association, in which he says that he has not heard of the proposed petition to the legislature against the mail order houses and does not believe that any such action will be taken. He says that the association has discussed the matter of mail order competition at previous meetings and the opinion seemed to be almost universal that the dealers as individuals can successfully cope with the matter by making their prices right. For himself, he believes that no dealer need fear the Chicago concerns if he is disposed to be reasonable as to profits. He says that a couple of years ago he went after the Chicago houses himself. He sent advertising matter and circulars to all of the territory from which it is possible to get trade and agreed to meet any prices quoted by the Chicago concerns in their catalogues. The result was surprising. The people who had received catalogues from Chicago would bring them with them and look over his stock. He says that they would find by comparison that local prices were no higher than those quoted in the catalogues for the same articles and after looking at a few items and comparing prices they would put the catalogue by and purchase regardless of the quoted prices by the Chicago concerns.

Mr. Burtis states that those who have taken the trouble to find out, have ascertained that local merchants in all lines sell as cheaply as the catalogue houses, and the customer has the opportunity to look the stock over in detail. There are those, he says, who will buy from outside firms anyway, but the majority of people in Winnebago county have learned that nothing is saved by such buying and they prefer to purchase at home where they can inspect the goods for themselves.

CHICAGO RETAILERS HOLD ANNUAL MEETING.

The Chicago Retail Hardware Dealers' Association held their 14th annual meeting recently and elected the following officers for the ensuing year:

President—H. E. Gnadt.
Vice-President—W. B. Costello.
Secretary—G. R. Lott.
Collector—John Hora.
Treasurer—J. L. Smith.
Executive Committee—H. E. Gnadt, G. A. Neeb, W. B. Costello, W. T. Gormley, Martin Engelhardt.

MEETING NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION.

The National Retail Hardware Dealers' Association will hold their next annual meeting at Minneapolis on March 14, 15 and 16 next.

MEETING CALIFORNIA STATE ASSOCIATION.

The California State Hardware Association will meet in San Francisco on the first Wednesday in March, 1905. It is claimed by a Pacific Coast hardware paper that the association with its membership of over 400 is the largest state association in the United States and that the next largest association is in the East and has about 279 members. We beg to inform this Pacific contemporary that there are several associations in the East which have passed the 400 mark and that the honor of possessing the largest hardware association undoubtedly belongs to Minnesota, which contains over 600 members.

LOOK FOR A ROUSING MEETING.

H. J. Hall, Lincoln, Neb., the energetic and enthusiastic secretary of the Nebraska Retail Hardware Dealers' Association, has the laudable ambition of gathering all the hardware dealers in the state of Nebraska into the association fold this season if possible. He looks for a large attendance at the coming convention, which will be held in Omaha, on Feb. 7 and 8, as a most interesting program has been prepared and the railroad companies have made the low rate of one and one-fifth fare for the round trip.

PROGRAM IOWA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Iowa Retail Hardware Dealers' Association have arranged a most attractive program for their meeting which will be held at the Commercial Exchange Hall, Des Moines, on Feb. 8, 9 and 10, and every indication points to a larger attendance at this meeting than at any previous session of this body, successful as the former have uniformly been.

A commendable feature of this program and one that officers of other associations would do well to pattern after in getting up programs, is that of giving a list of 28 questions which will be considered at this meeting in this program. As the members of the association will get this program nearly a month before the meeting they will have ample time to carefully think over these questions and give their replies to same in a condensed and interesting manner.

This is certainly better than the Question Box method at present in vogue in which an alert chairman pulls a question out of the box, reads it and calls on Mr. Jones to answer it, the latter gentleman having absolutely no preparation. This program is as follows:

WEDNESDAY MORNING SESSION.

9:00 A. M.

Meeting Directors.

10:30 A. M.

Opening Session of the Association at Commercial Exchange Hall.

Enrollment of Members.

Payment of Dues.

Announcement of Committees.

Question Box.

WEDNESDAY AFTERNOON SESSION.

2:00 P. M.

Invocation, Rev. A. M. Haggard, A. M., of Drake University.

President's Address.

Report of Secretary-Treasurer.

Paper, "Why I Am a Member of the Iowa Retail Hardware Dealers' Association," B. A. Hand, Ottumwa.

Discussion, "Can the Services of the Traveling Salesman Be Dispensed With, to the Mutual Advantage of the Buyer and Seller?" Led by E. H. Norris, Cedar Rapids; A. J. Collins, Des Moines; C. F. Schmidt, Marshalltown.

THURSDAY MORNING SESSION.

9:00 A. M.

Executive Session.

Address, "Catalog House Question," S. Norvell, St. Louis, Chairman Wholesale and Retail Joint Committee.

THURSDAY AFTERNOON SESSION.

2:00 P. M.

Address by State Auditor B. F. Carroll, "Mutual Insurance."

Address on Mutual Hardware Insurance, C. F. Ladner, President Minnesota Hardware Mutual Insurance Association.

Report of Insurance Association, Secretary A. R. Sale.

Paper, "Some Suggestions as to How a Retail Hardware Dealer May Increase His Business and Profits," F. H. Luthe, Des Moines.

Address by Secretary M. L. Corey, of the National Retail Hardware Dealers' Association.

Question Box.

FRIDAY MORNING SESSION.

Reports of Committee.

Enrollment of Members.

Paper, "Hints for Stock Taking," L. Lindenberg, Dubuque.

Paper, "Some of the Important Problems of the Retail Trade, Other Than Catalog House Competition," J. H. Petty, Elliott.

Question Box.

Election of Officers.

QUESTION BOX.

1. "What are the benefits received from discounting bills?"

2. "How much do personal magnetism and courtesy to customers increase sales?"

3. "Should the retailer patronize jobbers who supply goods direct to customers of the retailer?"

4. "How can we prevent the selling to consumers by jobbers?"

5. "Does it pay to encourage the jobber with your business?"

6. "How can we eliminate the ruinous competition brought about by farmers' telephone lines, bringing into competition the dealers in neighboring towns?"

7. "What means can be adopted to bring neighboring hardware dealers to a mutual understanding that will insure a living profit and create a better fellow feeling?"

8. "How should we meet farmers' associations and alliances in order to get the farmers' trade?"

9. "How can we best control merchants in other lines who order hardware supplies and turn them over to their customers at cost?"

10. "Why should we become better acquainted with our neighboring retail hardware firms?"

11. "What is the best way to meet the competition of general merchants who have bargain counters of tinware, cutlery, and other articles of hardware, and sell them at cost in order to draw trade?"

12. "What is the best way to keep grocery stores and lumber companies from selling such articles as screen wire, tinware and other seasonable articles that belong to the hardware trade?"

13. "Are there not too many traveling salesmen for the economical distribution of hardware and for the good of the people in general?"

14. "Why would it not be a good idea to take off the traveling salesmen, and let the jobbers sell the retailers direct?"

15. "How can we prevent the traveling men selling to factories, and also selling lawn mowers, hose and other goods of that class to merchants in other lines?"

16. "Is it possible to conduct a hardware store successfully on a cash basis?"

17. "Can a strictly hardware business succeed, under the present conditions of trade, or should we add side lines in order to make a success?"

18. "Why can not the dealers in each town establish an association price, when they buy goods that are sold on association prices? Should not the convention take action in this matter?"

19. "Is it advisable to organize retail hardware dealers into county associations?"

20. "Why cannot the local merchants organize an association for the purpose of rating customers and assisting in the matter of collections. If such organizations are in existence, what are the plans and the success of the same?"

21. "What is the best means of advertising in a small country town that has no local newspaper?"

22. "Are not the expenses of running a retail hardware business more than the average merchant figures on, and do we properly consider the large number of articles sold on a narrow margin of profit and goods on which we have no choice, when we are marking the general stock?"

23. "If your competitor cuts prices on goods that he has not in stock, is it policy to loan him these goods until he can get a shipment of the same?"

24. "Will the retail hardware and implement dealers be ground down by the International Harvester Co.?"

25. "What is the best way to sell wire cloth? By the square foot, running yard, or by the pound?"

26. "Is it not a fact that the present price of stoves is too high?"

27. "Advertising?"

28. "Can you be properly insured without a policy in the Iowa Hardware Dealers' Mutual Insurance Association?"

MEETING NORTH DAKOTA RETAIL HARDWARE DEALERS' ASSOCIATION.

The North Dakota Retail Hardware Dealers' Association has arranged a most attractive program for their annual meeting to be held in Fargo, Feb. 1, 2 and 3. Secretary C. N. Barnes advises us that the interest in this gathering is unusually keen and that the promises of an extra large and profitable gathering were never better. The program for this meeting is as follows:

WEDNESDAY AFTERNOON SESSION, 2 P. M.

Convention called to order by the President.
Opening Prayer, Rev. Dickinson, Fargo.
Address of Welcome, Mayor A. L. Wall.
Response for the Association, H. B. Allen, Jamestown.
Enrollment of New Members.
Payment of Dues.
Address, "The Science of Salesmanship," A. F. Sheldon, Chicago.
The remainder of this session has been tendered to the traveling men for general discussion and will be in charge of Frank M. Wolfe.

THURSDAY MORNING SESSION, 9:30 A. M.

Enrollment of New Members.
Payment of Dues.
Appointment of Committees.
Paper, "Heating and Ventilating," O. M. Roberts (Roberts Heating & Ventilating Co.), Minneapolis, Minn.
Address, "Credits," F. J. Hopkins, Manager Credit Department, Janney, Semple, Hill & Co., Minneapolis, Minn.
Address, "The Evolution of the Stove Business," G. L. Nye (Proprietor Minnesota Stove Co., Shakopee), Minneapolis, Minn.

THURSDAY AFTERNOON SESSION, 2:00 P. M.

Address, Platt W. Lyon, "The Twentieth Century Merchant" (Janney, Semple, Hill & Co.), Minneapolis.
Address, Platt W. Lyon (Janney, Semple, Hill & Co.), Minneapolis.
Address, W. B. How (Kelley, How, Thomson Co.), Duluth, Minn.
Address, T. G. Walther (Hackett, Walther, Gates & Co.), St. Paul, Minn.
Address, H. D. Final (Marshall-Wells Hardware Co.), Duluth, Minn.
Address, R. A. Kirk (Farwell, Ozmun, Kirk & Co.), St. Paul.

FRIDAY MORNING SESSION, 9:30 A. M.

Enrollment of New Members.
Paper, "The Modern Tinshop," E. L. Garden (Garden Co.), Souris, N. D.
Address, H. J. Hellekson, Fairmount, N. D.
Paper, "Catalogue House Competition," R. L. Scott, Jamestown, N. D.
Paper, "Wealth Is Money," M. G. Evenson, Cooperstown, N. D.

FRIDAY AFTERNOON SESSION, 2:00 P. M.

Annual Report of President.
Annual Report of the Secretary.
Annual Report of the Treasurer.
Report of H. F. Strehlow, Casselton, Delegate to the National Retail Hardware Dealers' Convention, Indianapolis, Ind., March, 1904.
Discussion of Question Box Topics.
Reports of Committees.
Election of Officers.
Adournment.

MEETING ILLINOIS RETAIL HARDWARE DEALERS' ASSOCIATION.

A most attractive program has been prepared for the eighth annual meeting of the Illinois Retail Hardware Dealers' Association, which will be held at Peoria on Feb. 14th, 15th and 16th. This program is as follows:

TUESDAY MORNING SESSION, 10. A. M.

Meeting of Committees.
Executive Committee at Hotel Lud.

TUESDAY AFTERNOON SESSION, 2 P. M.

Convention called to order by Pres. C. H. Williams.
Address of Welcome, Mayor E. N. Williams.
Response, Chas. H. Williams.
Roll Call.
Appointment of Committees.
Question Box in charge of Frank L. McKinney, Rockford. If possible send in questions before the Convention.
Reception of New Members.

WEDNESDAY MORNING SESSION, 9:30 A. M.

President's Annual Address.
Secretary's Annual Report.
Treasurer's Annual Report.
Committee Reports.
Discussion.
Reception of New Members.

WEDNESDAY AFTERNOON SESSION, 2 P. M.

Paper, "The Association and Its Benefits," H. C. Cormick, Centralia.
Paper, "Plumbing in Connection with the Hardware Business," L. D. Ray, Belvidere.
Paper, "The Hardware Store: Past, Present and Future," Grant W. Porter, Chicago.
Address, "The Work of National Association," President W. P. Bogardus, Mt. Vernon, Ohio.
Question Box, Frank L. McKinney.
Payment of Dues.

THURSDAY MORNING SESSION, 9:30 A. M.

Paper, "Work and be Square," F. J. Mathews, Mt. Vernon.
Discussion.
Paper, "Steel Range," S. S. Woodward, Carlinville.
Discussion.
Question Box.

THURSDAY AFTERNOON SESSION, 2 P. M.

Address, E. F. Baldwin of the Peoria Star Co.
Reports of Committees.
Election of Officers.

HARDWARE TRADE PHENOMENAL.

W. H. Bennett, the well-known Chicago hardware man, in a recent interview in the Chicago Chronicle, says:

"The building hardware business, not only in Chicago, but through the country, has been phenomenal for the past year and the outlook for 1905 is even broghter. The reason for the increased demand in this line appears to be the necessity for articles coming under this head in the large buildings which have been going up. There have been more big buildings commenced in Chicago in the past year than for several years, and this is also true of the country at large. It was a big year in that class of building and an increase for the coming year is certain. Not only in Chicago, but in all large cities the sky scrapers are going up more numerously than ever before. From every portion of the country our salesmen are reporting increased orders over a year ago and the tone of the trade is much more healthy and solid than ever before. We can safely predict an unprecedented year in the prosperity of the building hardware business."

Heating and Ventilating

The business of the Excelsior Steel Furnace Co., Chicago, for December, 1904, was 60 per cent better than during the same month in 1903.

F. D. Marshall is president, E. B. Sparrow is treasurer and G. Seiders is clerk of the Johnson Furnace & Engineering Co., Portland, Me., capitalized at $1,000,000, to deal in heaters.

Alpheus C. Lippincott, Harmen Meyer and Stephen J. Cox are the incorporators of the Lippincott Steam Specialty & Supply Co., Newark, N. J., incorporated with a capital stock of $20,000.

M. L. Parker, J. F. Marion and L. L. Conter are the incorporators of the M. L. Parker Co., Freeport, Ill., incorporated on Jan. 4 with a capital stock of $5,000, for the manufacture of heating supplies.

Frank Fiebeger, C. J. Benner, H. F. Hough, Frank Nolte and Grace M. Fiebeger are the incorporators of the Fiebeger Heating Co., Akron, O., capitalized at $50,000, for the manufacture of heating apparatus.

Leon Gschwind, Frank H. Jennings, Fred Maltmuller, Jr., and L. Young are the incorporators of the Youngstown Furnace & Supply Co., Youngstown, O., capitalized at $50,000 for the manufacture of heating apparatus of all kinds.

The Wise Furnace Co., Akron, O., send us a sample of the guarantee bonds which they are sending out to purchasers of their furnace. This guarantees the fire pot in the furnace to be in good condition for a period of five years from date, and should it require replacing this firm agree to replace same free of charge.

The Peck-Hammond Co., heating and ventilating engineers, 124 E. Pearl St., Cincinnati, O., send us a neat little calendar for 1905 showing a colortype reproduction of J. V. Birneys' picture entitled "Planning the Hunt." One of these calendars will be sent to the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

The Kelsey Heating Co., Syracuse, N. Y., makers of the Kelsey warm air generators, send us a very handsome desk calendar for the ensuing year. The calendar proper has a neat kaiser-zinn border and the corners are also protected by the same metal. The body of this sign is made of "Crystaloid," a composition which resembles celluloid but is far superior in every way, having a high finish and retaining its brilliancy for years. One of these calendars will be sent the trade on application. When writing for same, kindly add: "Saw it in THE AMERICAN ARTISAN."

The Chas. Smith Co., 101 Lake street, Chicago, send us an interesting circular which they have just issued in the interests of the Hero furnace. This circular not only shows a number of half-tone illustrations showing the different parts of this furnace with answers to questions concerning the style of construction, but it contains half-tone portraits of a number of American heroes whom we all admire and revere. These include Grant, the hero of Appomattox; Sherman, the hero of Atlanta to the Sea; Sheridan, hero of Winchester; Farragut, hero of Mobile; Thomas, hero of Chickamagua; Meade, hero of Gettysburg; McPherson, the hero of Atlanta; John A. Logan, the hero of Atlanta; Dewey, hero of Manila Bay; Sampson, hero of Santiago; Lincoln, Garfield, McKinley and Roosevelt; also two heroes of the future. One of these interesting little circulars will be sent the trade on application. When writing for same kindly add, "Saw it in THE AMERICAN ARTISAN."

WILL SELL KELSEY GENERATORS.

The Kelsey Heating Co., Syracuse, N. Y., have made arrangements with an efficient corps of traveling salesmen for the ensuing year.

Harry W. Bradley of this firm will look after their interests in Pennsylvania, New Jersey, Maryland, Virginia and Southern territory. E. H. Bradley will have New York state with the exception of territory contiguous to New York City. John P. Sheridan will visit central New York and L. V. Sanford will call on dealers in New York City and adjacent territory. M. J. Kelsey, who will make his headquarters at 570 State street, Springfield, Mass., will visit the trade in Massachusetts, Connecticut and Rhode Island, and W. N. Foss, 49 South Chestnut street, Augusta, Me., will care for the interests of the trade in Maine, New Hampshire and Vermont. A. Hopkins will have Michigan, northern Ohio and Indiana as his territory, and G. E. Otis will act as the general heating and ventilating engineer of the company.

The wholesale agency for territory west of Chicago will remain with the Cook & Van Evera Co., 38 E. Lake street, Chicago, and the Jas. Smart Mfg. Co., Ltd., Brockville, Ont., will keep the Canadian agency for Kelsey generators.

EXCELSIOR HEATING SPECIALTIES.

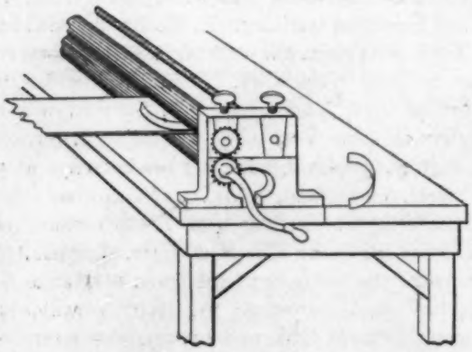
The Excelsior Steel Furnace Co., 38-44 W. Monroe street, Chicago, send us their attractive 1905 edition of Excelsior heating specialties. These include the Excelsior double wall pipe; Excelsior adjustable joint; Excelsior furnace pipe and fittings; double pipe, boots, stack heads, angles and fittings, for Tuttle & Bailey Ferrosteel, and Hart & Cooley special side wall registers; single stock heads for Tuttle & Bailey special side wall register; Excelsior single wall pipe, single, and double register boxes, Excelsior double seamed hot air pipe, stationary elbows, angles, flanges, collars, etc., Excelsior adjustable elbows and angles, Excelsior patented hoop, Excelsior galvanized iron nested pipe, Excelsior stovepipe elbows, Excelsior nested stovepipe, Excelsior registers and the Brown rival water heaters. The extensive line of Excelsior steel furnaces is also shown. This catalogue is a temporary and abridged edition of the Excelsior 1905 catalogue made necessary by changes in lists and improvements in goods to which this firm desire to call the attention of the trade at the beginning of the new year. Their complete edition will probably be ready at some time in March. One of these catalogues will be furnished the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

Tinshop

TO FORM AN OBLONG ROUND END WASHBOILER.

TO THE AMERICAN ARTISAN.

If you have the space to spare, please publish this plan for forming boiler. Procure a piece of band iron two inches wide, one-eighth inch thick, and equal in length to the semi-circumference described by either end of boiler; and another piece half as long, but of the same dimensions. Form the first or long piece so that it will be just the shape of boiler end wanted. Next make a semicircle of the long, and a quarter-circle of the short piece; now you are ready to form an oval ball. Now set the rolls same as we would to



form a circle; open up the front roll, so that the tin with new edge will run through straight. Now lay the short curved piece on tin, and run through, and you have the first quarter of your boiler formed. Run through until you come to end; then put on long curved piece of round tin, and you will form the other end of boiler. Finish the last quarter same as you did the first quarter, and you have a boiler formed, and have not changed your rolls. "CALEB."

Chicago, Dec. 20, 1904.

RETURNS OF THE BRITISH BOARD OF TRADE.

DeMonchy & Havelaar, the Rotterdam, Holland, metal brokers, give out the following returns for the British Board of Trade for the eleven months ending Nov. 30, 1904:

	1904.	1903.	1902.	1901.
Import of foreign tin (tons) ...	34,786	31,947	32,240	32,946
Export of English tin (tons)	5,457	5,788	5,519	5,142
Export of tin plates (tons).	316,867	266,733	281,077	246,884
Foreign tin exported (tons).	25,121	22,050	20,951	18,736
Value of foreign tin exported..	£3,114,379	£2,770,003	£2,502,881	£2,232,077

WILLIS HIP SHINGLES.

The Willis Mfg. Co., Galesburg, Ill., send us a circular calling attention to Willis patent hip shingles for which the following claims are made:

"First—They make a very ornamental hip finish.

"Second—They are an effectual protection against drifting snow and curling shingles.

"Third—The cost is but a trifle more and the work is less than plain strips.

"Fourth—No trouble to lay them even and straight, because of the offset or shoulder (indicated by the hand), which fits snug against the butts of the shingles, forming a gauge and also effectually excluding driving snow or rain.

"Fifth—The carpenter or slater does not need to make close joints in the shingles or slate at the hip. The shingles are adjustable to different widths shown to the weather."

One of these circulars will be forwarded the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

NOTES AND QUERIES.

BLUE RIBBON STOVES AND RANGES.

From "Reader," Lexington, Ky.

Can you advise us concerning the manufacturers of the Blue Ribbon stoves and ranges?

[Can any of our readers answer this question?—Ed.]

CLARK MFG. CO.

From Fichtenmueller Bros., Farmington, Ia.

Can you give us the address of the Clark Mfg. Co., formerly of South Bend, Ind., who manufacture the Boss carpet beater?

Ans.—Fond du Lac, Wis.

MANURE CARRIERS.

From H. C. Cowles, North Freedom, Wis.

Where can I buy a manure carrier such as are used in basement barns and run on a cable or track of some kind?

[Can any of our readers answer this question?—Ed.]

EXTENSION STEEL RULES.

From F. A. Langell, Wyandotte, Mich.

Where can I buy extension steel rules?

Ans.—Lufkin Rule Co., Saginaw, Mich.

HORSE SHOES TO APPLY TO SHEET METAL PATTERNS.

From W. F. Gammeter, Freeport, O.

Where can we procure horse shoes to apply to our sheet metal patterns? We would like to adopt this system of punching, but cannot find the makers of these shoes.

[Can any of our readers answer this question?—Ed.]

COPPER WIRE.

From Geo. F. Meyer, Calvary, Wis.

Where can I buy copper wire?

Ans.—Ansonia Electrical Co., Ansonia, Conn.; Benedict & Burnham Mfg. Co., 209 Lake street, Chicago; Bridgeport Brass Co., Bridgeport, Conn.; Wm. Cabble Excelsior Wire Mfg. Co., 43 Fulton street, N. Y.; Coe Brass Mfg. Co., Torrington, Conn.; Bridgeport Deoxidized Bronze & Metal Co., Bridgeport, Conn.; Detroit Copper & Brass Rolling Mills, Detroit, Mich.; Dewitt Wire Cloth Co., New York; Eastwood Wire Mfg. Co., Belleville, N. J.; Globe Rolling Mill Iron & Steel Co., Cincinnati, O.; E. D. Griggs, 61 Duane street, New York; Holmes, Booth & Haydens, Inc., Waterbury, Conn.; Plume & Atwood Mfg. Co.,

199 Lake street, Chicago; Malin & Co., Cleveland, O.; Lewisohn Bros., Inc., 81 Fulton street, N. Y.; Manhattan Brass Co., 338 E. 28th street, New York; H. & T. McCluskey & Sons, New Haven, Conn.; Rome Brass & Copper Co., Rome, N. Y.; Seymour Mfg. Co., Seymour, Conn.; Waterbury Brass Co., Waterbury, Conn.

INDURATED FIBER WARE.

From W. F. Walker, Bedford, Ia.

Where can I buy indurated fiber ware?

Ans.—H. Conant Co., Boston, Mass.; Cordley & Hayes, 172 Duane street, New York; Delaware Hard Fiber Co., Wilmington, Del.; Jennings Bros., Fairfield, Conn.; United Indurated Fiber Co. of New Jersey, Lockport, N. Y.; Standard Fiber Ware Co., Mankato, Minn.

ITEMS.

C. M. Moerenburg is a new Irby, Wash., tinner.

Dayton Bros. are a new firm of King City, Cal., tinners.

Geo. S. Nash is a new Robbinsdale Park, Minn., tinner.

Perry Moon, a Logansport, Ind., roofer, is a victim of a recent fire.

Chas. H. Guenther & Co. are a new firm of North Pasadena, Cal., tinners.

W. G. Zollig, a Harrisburg, Pa., tinner, was victim of a fire on Dec. 28 last.

Antonius Aykens, for 16 years a tinner with F. B. Deuth, Forreston, Ill., has resigned.

The St. Louis Trunk Hardware Mfg. Co., St. Louis, Mo., will manufacture all kinds of japanned tinware.

A Denver correspondent advises us that there is a first-class opening for a tinners' supply house in that city.

Geo. Struse and J. E. Burke are among the incorporators of the Ashland Metal Co., Ashland, Ky., capitalized at $5,000.

The American Sheet & Tin Plate Co. will enlarge their plant at Chester, W. Va., by the erection of two new brick buildings, each 40 x 90 feet in dimensions.

The American Sheet and Tin Plate Co. have made an addition to their Aetna-Standard plant at Bridgeport, O., for the manufacture of galvanized sheet iron and roofing.

Henry B. Van Vleck, New York representative of W. W. Montague & Co., the San Francisco metal merchants, died on Jan. 2 in Brooklyn, N. Y. He was in the 65th year of his age.

Carter, Donlevy & Co. have moved from 44 N. Kent St., Philadelphia, to their new warehouses at 1012-1014 Cherry St., where they will carry on all branches of their metal merchandising.

The Stowell Mfg. Co., Jersey City, N. J., call attention to their portable asphalt roofing. Their line includes Rexoid, feldspar, slag, asbestos, cork, gravel, one, two and three-ply paints, cement, etc.

A. J. Nelson is president, E. M. Terrien is vice-president and treasurer and Randolph Gerley is secretary of the A. J. Nelson Mfg. Co., New Orleans, La., capitalized at $25,000, for the manufacture of all kinds of sheet metal work.

Kupper Manufacturers' Agency, St. Louis, Mo., are desirous of securing catalogues and other information from hardware and sheet metal manufacturers desirous of establishing agencies in St. Louis.

The Enterprise Mfg. Co. have erected a plant at McKees Rock, Pa., consisting of two buildings 40 x 100 feet and 40 x 20 feet in dimensions, respectively, and two stories in height, each for the manufacture of tin cans and sheet iron products.

The Globe Machine & Stamping Co., 970-972 Hamilton street, Cleveland, O., send us an attractive wall calendar for January showing a small and roguish brunette damsel dressed in white and calling attention to the fact that they do sheet metal stamping.

Stuber & Kuck, 519-525 South Water street, Peoria, Ill., send us some handsome enameled blotters calling attention to the fact that they manufacture pieced tinwere including such specialties as Stay-In flue stopper, Rotary flour sifters and Eclipse nested chimney thimbles.

Stuber & Kuck, manufacturers of pieced tinware, Peoria, Ill., are moving into their new plant, which more than quintuples their present amount of floor space. Their new facilities will enable them to give their customers prompter service and better goods than ever before.

The Berger Mfg. Co., Canton, O., who, by the way, received two gold medals at the Louisiana Purchase Exposition, claim that they were the first manufacturers to make conductor pipe in 10 foot lengths. They also make elbows and shoes, hangers, roofing, siding, corrugated iron, black and galvanized sheets, Berger's classic metal ceilings, steel office furniture, etc.

The Cortright Metal Roofing Co., Philadelphia, Pa., send us an interesting little booklet which they style the "Cortright Metal Shingle Advocate." This calls attention to their Cortright metal slates and Victoria shingles which expand or contract with the atmosphere without injuring the material or affecting their absolute storm-proof tightness. The reason for this is said to lie in the patent side lock which permits the slates or shingles to give as the weather demands without affording the slightest opening on the side for water, snow or sleet; coupled with the step-like arrangement on the upper part of the plate, which prevents the water from trickling through the top and bottom. The roofing specialties of this firm are fully described in a number of interesting booklets, viz.: "Concerning that Roof," or the "Clinching Argument," "Triumph of Metal Shingle Roofing," "Galvanized Shingle Talk," "Helps to an Exact Estimate," "Cortright Paint for Metal Shingles," "From the Contractors' Standpoint," "New Profits for the Tinner."

Any of these booklets will be sent to the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

The East St. Louis Retail Hardware Dealers' Association, East St. Louis, Ill., held a meeting on Jan. 10th last.

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Asphalt Ready Roofing Co 52
Stowell Mfg. Co. 52

Roofing—Iron and Steel.
American Sheet & Tin Plate Co 50
Berger Mfg. Co. 53
W. J. Burton Co. 52
Canton Steel Roofing Co. 52
Cortright Metal Roofing Co. 52
Follansbee Bros. Co. 51
Friedley & Voshardt 51
Garry Iron & Steel Co. 52
Montross Roofing Co. 52
National Sheet Metal Roofing Co. 52

Roofing Cement.
Wm. Connors Paint Mfg. Co. 1
Garry Iron & Steel Co. 52

Roof Paint
Wm. Connors Paint Mfg. Co. 1
Joseph Dixon Crucible Co. 46
Garry Iron & Steel Co. 52

Rules.
Chapin-Stephens Co. 61
Lufkin Rule Co. 60
Stanley Rule & Level Co. 61

Sad Irons.
Enterprise Mfg. Co. of Pa. 62

Sash Balances.
Pullman Mfg. Co. 59

Saws.
E. C. Atkins & Co 64
Henry Disston & Sons 62

Saw Sets.
E. C. Atkins & Co. 64
Henry Disston & Sons 62
Smith & Hemenway Corp., Ltd 60

Scales.
Beckman Bros. 61
Osgood Scale Co. 64
Pelouze Scale & Mfg. Co. 55

Screen Doors.
Norris & Loring Hdw. Co. 46

Screws.
Atlas Bolt & Screw Co. 1
Columbus Bolt Works 1

Screws—Hand.
Chapin-Stephens Co. 61
Ohio Tool Co. 61
Sandusky Tool Co. 61

Screw Drivers.
Hurwood Mfg. Co 60
North Bros. Mfg. Co. 60
Smith & Hemenway Corp., Ltd. 60

Separators—Cream.
Blanke & Hauk Supply Co. 59

Shears
Geo. C. Keene & Co. 53
Niagara Machine & Tool Works 53
H. Weiss & Co. 53

Sheet Metal Ornaments.
Gerock Bros. Mfg. Co. 51
Friedley & Voshardt 51

Shelf-Brackets.
Atlas Mfg. Co. 64

Shelving—Hardware.
American Bolt & Screw Case Co. 54
J. D. Warren Mfg. Co. 54

Shovels.
Avery Stamping Co. 56
Star Shovel & Range Co 8

Sifters.
Stuber & Kuck 64

Skylight Gearing.
H. Weiss & Co. 53

Slate.
Auld & Conger Co. 50
E. J. Johnson & Co. 50

Sporting Goods.
Enterprise Mfg. Co. 64

Squares, Machinists'.
Henry Disston & Sons 62
Stanley Rule & Level Co. 61

Stampings—Sheet Metal.
Globe Machine & Stamping Co. 53

Staples.
Titchener & Co 55

Steel Ranges.
Beckwith, Estate of P. D. 18
Bergstrom Stove Co. 14
Champion Steel Range Co. 9
Chicago Stove Works 9
Gem City Stove Co. 2
Globe Stove & Range Co 4
Joliet Stove Works 3
John Kontny 11
Pittsburgh Stove & Range Co. 2
Ringen Stove Co. 5
Star Shovel & Range Co. 8
John Van Range Co. 10

Stoves.
Beckwith, Estate of P. D. 18
Bergstrom Stove Co. 14
Chicago Stove Works 9
Gem City Stove Co. 2
Globe Stove & Range Co 4
Joliet Stove Works 3
John Kontny 11
March-Brownback Stove Co 15
Marion Stove Co 8
Pittsburgh Stove & Range Co 2
Star Shovel & Range Co. 8

Stoves—Gas.
National Enameling & Stamping Co. 7
Pittsburgh Stove & Range Co. 2
Schneider & Trenkamp 6
Silver & Co 57

Stoves—Gasoline.
Dangler Stove Co. 6
Ringen Stove Co. 5
Schneider & Trenkamp 6
Standard Lighting Co. 7

Stoves—Oil.
Dangler Stove Co. 6
National Enameling & Stamping Co 7
Ringen Stove Co 5
Silver & Co. 57
Standard Lighting Co. 7

Stove Casters.
Kramer Bros. Fdy. Co 49

Stove Carriers.
Kramer Bros. Fdy. Co. 49

Stove Cement.
Jos. Dixon Crucible Co. 46

Stove Clay.
Bridgeport Crucible Co. 49
Nickel Plate Stove Polish Co. 16
Williams Stove Lining Co. 49

Stove Linings.
Williams Stove Lining Co. 49

Stove Mats.
Stuber & Kuck 64

Stove Patterns.
Geo. W. Cope, Pattern Works 48
Quincy Pattern Co. 48
Vedder Pattern Works 48
Weller Pattern Co 48

Stove Polish.
Nickel Plate Stove Polish Co. 16
Sterling Stove Polish Co 48

Stove Repairs.
American Stove Repair Wks 48
A. G Brauer 48
Wm. T. Dust Co. 48
Great Western Stove Repair Co. 48
Kramer Bros. Fdy. Co 49
J. L. Morris Stove Repair Co. 48

Sugar Kettles.
Sperry & Co. 55

Tapes
Lufkin Rule Co. 60

Thermometers—Oven.
Evans Stamping & Plating Co. 9

Tinners' Furnaces.
Clayton & Lambert Mfg. Co. 53

Tinplate.
American Sheet & Tin Plate Co. 50
Berger Mfg. Co 53
Canton Steel Roofing Co. 52
J. H. Eller & Co. 51
Follansbee Bros. Co. 51
Garry Iron & Steel Co. 52
Illinois Roofing & Supply Co. 64
Lee-Glass-Andreesen Hdw. Co. 63
McClure Co. 64
Merchant & Co. 52
Stockhoff Supply Co. 8

Tinware.
Lalance & Grosjean Mfg. Co 63
National Enam. & Stamping Co. 7
Stuber & Kuck 64

Toilet Paper Holders.
Franklin Specialty Co. 55

Traps—Steel.
Oneida Community 1

Trowels.
Avery Stamping Co 56
H. Disston & Sons 62

Tubing.
Benedict & Burnham Brass and Copper Co. 52

Ventilators.
Friedley & Voshardt 51
Globe Ventilator Co. 64
Kramer Bros. Fdy. Co. 49
Merchant & Co. 52
Powers Bros. 64

Vices.
Stowell Mfg. & Fdy. Co 61

Wagons.
Sycamore Wagon Works 54

Washing Machines.
H. F. Brammer Mfg. Co. 59
Clark, Quien & Morse 50
J. H. Crammond 59
Quincy Washing Machine Co 58
United States Washing Machine Co. 59
White Lily Washer Co 59

Window Fasteners.
Screen & Storm Window Fastener Co. 55

Wire Goods.
Denning Wire & Fence Co 60
Titchener & Co 55

Wrenches.
Hawkeye Wrench Co. 56
Hurwood Mfg. Co. 60

Trade Report.

CHICAGO IRON MARKET.

The protracted holiday season and the annual inventory have been evident in the lack of large transactions during the week. The market remains firm, however; interest is keen, and prices, especially for southern goods, are almost certain to rise. It is to be noted that many buyers in this territory are adding to their contracts placed last fall, thus showing that a heavy new business is anticipated. Moreover, many contract orders are received for deliveries earlier than those originally stipulated. All reports confirm the belief that the active demand for finished materials is a sound one and that wherever prices have not yet had an advance commensurate with pig iron they will soon be marked up. The trade as a whole now recognizes that the present level of prices is justified by conditions and that the basis of the recent activity has been a healthy revival of business. Even the buyers hitherto skeptical are now getting their share of the improved business and appear to be ready to cover for their requirements at advanced figures without much further delay.

PIG IRON.

Though everything points to a resumption of buying on a large scale in the course of the next few days, the market has been decidedly quiet for the last month. No sales of noteworthy magnitude are to be reported, but prices are very firm with a rising tendency. Northern irons are at $17.50, Chicago, for No. 2 foundry, while southern brands show a disposition to spurn $13.50, Birmingham, for No. 2 foundry. Foundry and malleable irons sold perhaps in greater volume than the regular grades and most of these sales were for second quarter deliveries. Silveries seem to be very scarce. Prices range from $20.30 to $22.80 for those containing 6 per cent to 10 per cent of Silicon, but even at these quotations shipments are not always available.

Perhaps the great reason why prices for pig iron continue to stiffen in the face of a very light demand is the great scarcity of coke. Furnacemen are wrestling with the question of costs. Whereas at this time last year producers were facing a declining market and doing all in their power to get the cost of production down below the selling prices, now they are confronted with the problem of holding costs as near as possible to the low level in order to get some benefit of the advance in the market. On the basis of new coke contracts the cost of making pig iron will be considerably higher than it was in the closing months of last year. Added to this is the uncertainty on the parts of furnacemen of getting delivery of what coke they have bought. Those who did not cover fully their ore requirements last summer have been paying advanced figures for whatever they could lay their hands on. Everything points to higher costs. Therefore sellers are still holding off and find the temporary lull in buying quite to their liking. Provided the coke situation improves, there is a chance of an increase in output, but consumption seems to be more than keeping pace with any such possibility. The outlook, therefore, is for continued firmness with a tendency to advancing prices.

SHEETS.

Trade has been quiet, but it is thought to be merely a lull before a period of great activity. It is as yet a little too early for heavy buying on the part of roofers, and steel range manufacturers have already purchased their winter's supply. Demand is expected to improve greatly in the course of a month or so. Jobbers quote:

Jobbers quote as follows: Black sheet steel, per 100 lbs., No. 16, $2.80; No. 18-20, $2.85; No. 22-24, $2.70; No. 25-26, $2.75; No. 27, $2.80; No. 28, $2.90; No. 29, $3.10. Polished sheet steel, per 100 lbs., No. 24, $4.85; No. 26, $4.95; No. 27, $5.05; No. 28, $5.15. Wood's smooth steel, per 100 lbs., No. 15-17, $2.85; No. 18, $2.95; No. 20, $2.80; No. 22-24, $2.90; No. 25-26, $3.00; No. 27, $3.10; No. 28, $3.20. Galvanized iron, regular sizes, per 100 lbs., No. 16, $3.20; No. 18-20, $3.35; No. 22-24, $3.50; No. 26, $3.70; No. 27, $3.90; No. 28, $4.10; No. 30, $5.00; No. 22-24x36 in., $3.90; No. 27x36 in., $4.10; No. 28x36 in., $4.30.

MERCHANT STEEL.

Specifications are continuing in a gratifying manner. New business, however, is light as in all other lines. Mills are well filled with orders and the hammer of diligent prosperity is to be heard in all the plants. Immediate delivereis are requested in most cases. Prices are without change, and we quote carload lots, mill shipments, Chicago delivery, as follows: Spring steel, 2c; sleigh shoe, flat sizes, 1.61½c; concave and convex, 1.76½c; cutter shoe, 2.25c; smooth finished machinery steel, 1.81½c; smooth finished tire, 1.76½c; plow steel, 2.20c and upwards, according to quality; toe calk steel, 2.11½c. Crucible tool steel, 6½c to 8c; special grades of tool steel, 13c and upwards. Cold rolled shafting is quoted at 52 per cent from list on carload lots, and 47 per cent discount on less than carload lots.

BILLETS.

A great scarcity of Bessemer billets and sheet bars is reported, but should be taken with a pinch of salt. The abject attitude in which buyers are depicted beg-

ging for shipments is true only as compared with the situation six months ago. There is as yet no difficulty for a man with the regular market price to obtain the goods. Nevertheless, there is no doubt but what conditions are 100 per cent more favorable to the mills than a month or more ago.

Prices are unchanged and firm, as follows: Bessemer rolling billets, 16 square inches in section and larger, up to but not including 100 square inches, $24 per gross ton, Chicago; 100 square inches, up to but not including 400 square inches, $26; 400 square inches and larger, $30. Open hearth forging billets, $26 a gross ton for sections 16 square inches, up to but not including 100 square inches; billets smaller than 16 square inches in section or 100 square inches and larger, $28; axle billets, $28. Less than car lots, $2 extra.

CHICAGO HARDWARE SCRAPS.

A further strengthening of the market along all lines characterized the week. When the cost of production is raised, selling prices must be raised correspondingly or something is going to bust. This is the chief cause for the slow advance in prices which we have had to chronicle for the last month. Wire nails, for instance, have been selling at $2.00, car lots. This is 10c higher than two months ago. But at the same time wire rods and billets from which these products are made have risen also, and are now valued so highly that wire nail manufacturers find it difficult to extract their ordinary profit from sales. Most other manufacturers are in the same position, and the only possible refuge is a general price advance, in which the retailer, too, must lend a hand. It is to be noted that little price shading is indulged in at present. This would show that the margin of profit is not so great as most people would be led to believe after glancing at the price changes of the past two months.

Corrugated steel roofing and siding have advanced 15c per square. Chrysolite ware is quoted at 50 per cent off list. Wire nails are selling well, though new business is light. Cut nails are not doing so bravely, inasmuch as prices are the same as those for wire nails, and at an even thing most consumers prefer the wire product, except for shingling and other special uses. Advances in the nail market are to be expected very soon. Manufacturers of both barb and smooth fence wire are well pleased with conditions. This is the season at which demand may be characterized as usually almost nil. Specifications, however, continue to be active, though there is, of course, no new business. Mills are running full time.

TIN PLATES.

Conditions in the tin plate market are very satisfactory. The American Sheet & Tin Plate Co., reports 96 per cent of its tin plate mills in operation. Mills are assured a very active business for many months to come, and, it is alleged, that some contracts extending through all of 1905 have been signed. In some cases premiums over current quotations have been asked and received. Jobbers quote per box as follows: First quality light plates, 1c, 14x14, $10.50; 1c, 14x20, $7.00; 1x, 14x20, $8.25; 1xx, 14x20, $9.45; 1xxx, 14x20, $11.85; 1xxxx, 14x20, $13.10; 1c, 20x28, $13.75; 1x, 20x28, $16.25; 1xx, 20x28, $18.65; 1xxx, 20x28, $21.05; 1xxxx, 29x28, $23.45. Coke plates, 180 lbs., 1c, 20x28, $8.75; 200 lbs., 1c, 20x28, $9.05; 216 lbs., 1c, 20x28, $9.35; 216 lbs., 1x, 20x28, $11.35.

OLD METALS.

Dealers' buying prices are about as follows: Heavy cut copper, $13.25; copper wire, $13.00; light copper, $11.75; No. 1 composition, $11.25; heavy brass, $8.25; light brass, $7.00; No. 1 yellow brass turnings, $8.00; No. 1 composition turnings, $9.50; heavy lead, $4.25; tea lead, $3.95; joints, $6.85; zinc scrap, $4.40; No. 1 pewter, $20.00; block tin pipe, $26.50.

OLD MATERIAL.

No business of note was transacted during the past week. The market continues firm in spite of slight demand. We have revised our schedule and quote dealers' selling prices, gross tons, as follows: Old steel rails (4 feet and over), $16 to $16.50; old steel rails (less than 4 feet), $15 to $15.50; old iron rails, $21 to $22; relaying rails, subject to inspection, $22 to $22.50; relaying rails, without inspection, $20 to $20.50; old wheels, $16 to $16.50; heavy melting steel, $13.50 to $14; mixed country steel, $8.75 to $10.25; low phosphorus scrap (.05 and under), $14 to $14.50. The following quotations are for net tons: No. 1 R. R. wrought, $17.50 to $18; No. 2 R. R. wrought, $16.50 to $17; shafting, $17.50 to $18; dealers' forge, No. 1, $14.50 to $15; wrought pipe and flues, $13 to $13.50; No. 1 cast, 150 lb. and less, $13 to $14; No. 1 mill, $11 to $11.50; No. 1 busheling, $12.50 to $13; No. 2 busheling, $11 to $11.50; country sheet, $8 to $8.50; No. 1 boilers, cut, $11.50 to $12; boiler punchings, $14 to $14.50; iron car axles, $21.50 to $22.50; steel car axles, $17 to $17.50; iron axle turnings, $12 to $12.50; steel axle turnings, $12 to $12.50; cast borings, $8.50 to $9; mixed borings, etc., $8.50 to $9; machine shop turnings, $11.50 to $12; railroad malleable, $13.50 to $14; agricultural malleable, $13 to $13.50; stove plate and light cast scrap, $12.50 to $13; old iron splice bars, $18.50 to $19.

COPPER.

The market is quiet and steady and devoid of interesting features. An attempt is being made to stiffen up the quotations on futures here, while in London the tendency has been toward lower prices right down the line. The principal producers are now quoting lake, 15.12½c to 15.37½c; electrolytic, 15c to 15.25c, and casting copper, 14.75c to 15c. The London market closed at £68 7s 6d for spot and £68 15s for futures. Best selected declined 5 shillings to £ 72 5s. The exports this month to date amount to 5,088 tons. The local jobber quotes at 21c base.

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box.
IC	14x14	$10 50
IC	14x20	7 00
IX	14x20	8 25
IXX	14x20	9 45
IXXX	14x20	11 85
IXXXX	14x20	13 10
IC	20x28	13 75
IX	20x28	16 15
IXX	20x28	18 65
IXXX	20x28	21 05
IXXXX	20x28	23 45

COKE PLATES.

Cokes, 180 lbs	IC	20x28	8 75
Cokes, 200 lbs	IC	20x28	9 05
Cokes, 216 lbs	IC	20x28	9 35
Cokes, 216 lbs	IX	20x28	11 35

PIG IRON.

Lake Sup. Charcoal.....$18 50@$19 00
Local Coke Fdy No. 1..... 18 00
Local Coke Fdy No. 2..... 17 50
Local Coke Fdy No. 3..... 17 00
Local Scotch Fdy No. 1. 17 50
Ohio Strong Softeners, No. 1..... 19 30@ 19 80
Southern Coke No. 1.... 17 65@ 17 90
Southern Coke No. 2.... 17 15@ 17 40
Southern Coke No. 3.... 16 65@ 16 90
Southern Coke No. 4.... 16 40@ 16 65
Southern No. 1 Soft..... 17 65@ 17 90
Southern No. 2 Soft..... 17 15@ 17 40
Alabama Car Wheel..... 20 15
Malleable Bessemer..... 17 50
Jackson Co. Silvery.... 20 30@ 22 80
Southern Silvery...... 18 65@ 19 15

BLACK SHEET STEEL.

No. 16.....per 100 lbs. $2 60
No. 18-20.....per 100 lbs. 2 65
No. 22-24.....per 100 lbs. 2 70
No. 25-26.....per 100 lbs. 2 75
No. 27.....per 100 lbs. 2 80
No. 28.....per 100 lbs. 2 90
No. 29.....per 100 lbs. 3 10

POLISHED SHEET STEEL.

No. 24 per 100 lbs.....$4.85
No. 26 " " $4.95
No. 27 " " $5.05
No. 28 " " $5.15

SMOOTH STEEL.

Wood's Smooth...No. 15-17..... 2 85
" " ...No. 18..... 2 95
" " ...No. 20..... 2 80
" " ...No. 22-24..... 2 90
" " ...No. 25-26..... 3 00
" " ...No. 27..... 3 10
" " ...No. 28..... 3 20

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel. ....."A" $10 20, "B" $9 20

GALVANIZED IRON

Regular Sizes.

No. 16 per 100 lbs..... $3 20
Nos. 18 & 20, per 100 lbs..... 3 35
Nos. 22 & 24, per 100 lbs..... 3 50
No. 26, per 100 lbs..... 3 70
No. 27, per 100 lbs..... 3 90
No. 28, per 100 lbs..... 4 10
No. 30, per 100 lbs..... 5 00
Nos. 22 & 24 x 36 in., per 100 lbs.. 3 70
No. 26 x 36 in., per 100 lbs..... 3 90
No. 27 x 36 in., per 100 lbs..... 4 10
No. 28 x 36 in., per 100 lbs..... 4 30

SOLDER.

XXX Guaranteed ½&½.per lb. 20¼c
Commercial ½&½.....per lb. 19 c
No. 1 Plumbers..... 17¾c

SHEET ZINC.

600 lb. Casks.....base, per cwt. $7.40
300 lb. Casks.....per cwt. 7.60
Sheets.....per cwt. 7.70

COPPER.

Copper.....base, 21c

TIN PIGS AND BARS,

Banca, pigs, per lb.....35@35½c
Straits pigs, per lb..... 35c
Straits in bars, per lb..... 37c

LEAD.

American Pig.....$4 60@4 62½c
Bar.....6¼
National (White) brands (in less than 100 lb. lots) per lb.....7½
Sheet.
Full coils.....per 100 lbs. $7.00
Cut " ..... " " 7.25

HARDWARE.

ADZES.

Carpenters'.
Ajax.....35&15%
Blood's.....40&2½%
Hunt's.....25%
White's.....12½

Coopers'.
Barton's.....20%
White's.....15%
Ship.
Ajax.....33⅓%
Blood's.....37½%
Hunt's.....25%
White's.....12½%

AMMUNITION.

Caps, Percussion—per 1,000.
F L Waterproof, 1-10s.....40c
G D.....35c
Eley's.....52c
Cartridges.
Peters Rim Fire Ctgs.....50&3%
Peters Cent Fire, Pistol & Rifle25&3%
Peters Cent Fire, Military and Sporting Ctgs.....15&3%
Peters Blank Ctgs, except 22 and 32, an additional 10% from above discount.
Peters Blank Ctgs. 22 cal.....$1 18
Peters Blank Ctgs. 32 cal., C. F.. 4 40
Peters B B Caps, Round ball....$1 44
Peters B B Caps, Conical ball...$1 85
Winchester Cent. Fire, Military and Sporting Ctgs.....15&3%
U. M. C. B B Caps, Con. Ball.$1 85 net
U. M. C. Rim Fire Shot Ctgs.50&15&3%
U. M. C. Cent. " " 25&15&3%
Primers.
Berdan Primers.....$1 00
Peters Primers..... 1 20
Winchester Primers..... 1 20
Shells.
Peters Empty Paper Shells, 10 and 12 gauge. League.....25&3%
Peters Empty Paper Shells, 16 gauge. League.....20&3%
Peters New Victor Nitro Shls..20&3%
Ideal.....25&7%
Peters Loaded Shells. League and Referee Semi-Smokeless.40&1%
Peters New Victor Loaded Shells with King's Smokeless.....40&6%
Ideals Loaded with King's Smokeless.....40&10&10&1%
Winchester Blue Rivals..... } 40&1%
Winchester Yellow Rivals... }
Winchester Repeater.....30&3%
Winchester Leader.....40&6%
U. M. C. Loaded Shells, Black Powder..... } 40&1% full cases
Winchester Loaded Shells, Black Powder..... }
Gun Wads—per 1,000.
Peters Gun Wads.....18%
U. M. C. Gun Wads.....18%
Powder. Each
King's Smokeless, kegs.....$11 30
" " ½ kegs..... 5 80
" " ¼ kegs..... 2 97
" " 1-lb. cans... 51
" " 1-lb. " rifle 70
Dupont's " 50-lb. drum.. 22 45
" " 25-lb. kegs... 11 30
" " 12½-lb. kegs. 5 80
" " 6¼-lb. kegs.. 2 97
" " 1-lb. cans.... 51
Shot.
Dropshot, sizes smaller than B, 25-lb. bags, per bag.....$1 65
Drop shot, B and larger sizes, 25-lb. bags, per bag..... 1 90
Buck Shot, 25-lb. bags, per bag.. 1 90
Chilled Shot, 25-lb. bags, per bag. 1 90

ANCHORS.

Expansion Screw Anchors.....10%

ANVILS.

Trenton, 70 to 80 lbs.....9¾c per lb
Trenton, 81 to 150 lbs.....9c per lb

AUGERS.

Boring Machine.....60&10&5%
Irwin's.....40&10%
Carpenters' Nut.....60&10&5%
Hollow: Ives' New Pattern.....25%
Bonney's—list $30.00..... 75&5%
Stearn's, No. 1.....doz. $42 00
Stearn's, No. 2..... " 33 50
Post Hole.
Dalbey, 8-inch.....per doz. $ 5 75
Digwell, 8-inch..... " 13 00
Howe's, 6 and 8-inch.. " 11 00
Iwan's Improved.....40 & 5%
Vaughan's, 4 to 9-inch per doz. 6 50
Rafting.
Snell's.....50&5%
Ship.
Ford's, with or without screw, 40-5%
Snell's, " " " 40-5%

AWLS.

Brad, handled.....per doz. $0 28
shouldered, ass'd, 1 to 4 .....per gr. 95
patent, asst'd, 1 to 4 " 90
Harness, common..... " 1 10
patent..... " 90
Peg, shouldered..... " 95
patent..... " 40
Scratch, No. 2, handled... " 4 40
No. 1, socket handled.....per doz. 1 15
No. 20 Hurwood " 2 00
Sewing, common.....per gr. 90
patent..... " 90

AXES.

Boys' Handled:
Camp Fire, 3-lb., per doz.....$6 00
" " 4-lb., freighters', per doz..... 7 85
Cast Steel, good grade, pr. dz., 5 80
Pioneer, per doz..... 7 00
Broad:
Peerless.....40&5%
Red Warrior, per doz.....$27 00
Firemen's, per doz..... 1 50
Handled:
Gladstone, 3 to 4 lbs, per doz.$11 25
Hunt's " " " 9 50
Lippincott's " " " 9 50
Pioneer " " " 10 25
U. S. A. " " " 12 50
Valley Forge " " " 9 50
Maricopa " " " 8 25
Single Bitted (without handles)
Gladstone, per doz 3 to 4 lbs $8 50
Hubbard's conc. " " 7 00
Hunt's " " 7 00
Lippincott's " " 7 00
Mann's " " 7 00
Pioneer " " 7 50
U. S. A. " " 9 00
Valley Forge " " 7 00
Second Quality " " 7 00
Maricopa " " 6 25
Double Bitted (without handles):
Lippincott' 3 to 4 lbs per doz $9 00
Mann's..... " " " 9 00
Pioneer..... " " " 9 50
U. S. A..... " " " 11 25
Valley Forge " " " 9 00
The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50 .
4½ 5½ lbs. advanc 75c.

BALANCES, SPRING.

Frar s.....50%
Pelo ze.....20%

BAGS, PAPER NAIL.

Pounds..	3	5	10	16	20	25
Per 1,000.	$1 60	1 85	2 60	3 [illegible]	3 90	4 75

BARS, CROW

Pinch or Wedge Point.... cwt. $2 95

BASKETS.

Clothes.
Small Willow.....per doz. $6 00
Medium " ..... " " 6 75
Large " ..... " " 7 75

Galvanized Iron—	½ Bu	1 Bu	1½ Bu
Per Doz	$4 00	5 50	7 00

BEAMS—SCALE.

P. S. & W. Co.....40%

BEATERS.

Carpet, Rattan.....per doz $2 40
Raymond's Steel Wire, " " 80
Woven Wire, No. 4.. " " 1 10
Egg. Gro.
No. 60 Improved Dover.....$ 6 00
No. 75 Improved Dover..... 6 50
No. 100 Improved Dover..... 7 00
No. 102 Improved Dover Tin'd. 8 50
No. 150 Improved Dover, Hotel 15 00
No. 152 Improved Dover, Hotel Tin'd..... 17 00
No. 200 Imp'd Dover Tumbler 8 50
No. 202 Imp'd Dover Tumbler Tin'd..... 9 50
No. 300 Imp'd Dover Mammoth, per doz..... 25 00

BELLOWS.

Blacksmiths'.....70&5%
Hand, 8 in.....per doz. $ 6 85
10 in..... " 8 40
Molders', 12 in.....per doz. 13 00

BELLS.

Call.
2¾ in. nickeled bell .per doz. $ 1 35
2¾ in. " brass bell " 3 60
3 in. " " " " 7 50
3 in. " silver alloy bell, ...per doz. 16 50
4½ in. " brass bell and base.....per doz. 14 50
Cow.
Ordinary Goods.....70&5%
High Grade.....60&10%
Jersey.....70&10%
Door.
Bigelow Automatic..per doz. $3 50
Rotary.
3 in. bronzed iron bell " 5 25
3 in. nickeled " " " 7 50
3½ in. " " " " 9 00
Hand.
Hand Bells, Polished....60@60&10%
White Metal.....50%
Nickel Plated.....40%
Swiss.....60&5%
Silver Chime.....33⅓%
Miscellaneous.
Church and School. Steel alloy, ...[illegible], 10 & 5%

Farm, lbs...	40	50	75	100
Each.	$1 10	$1 30	$1 85	$2 65

BEVELS—TEE.

Stanley's, rosewood handle, new list.....40&5%
Stanley's Iron handle.....40&[illegible]

BINDING—OIL CLOTH.

Zinc.....75, & 10%
Brass.....75%
Brass Plated.....75 & 10%

BITS.

Auger.
Extra Double Spur.....70&10%
Ford's Car and Machine....40&10%
Ford's.....40&5%
Ford's Ship.....40&5%
Irwin.....20&5%
New Jenning's.....50, 10&10%
Russell Jenning's.....25&10%
Clark's Expansive.....6 %
Steer's " Small list. $22 00..30%
" Large " $26.00..30%
Irwin Car.....45%
Snell's Car.....60&5%
" Ship.....40&5%
Ford's " Auger Pattern Car..40&5%
Center.....40&10%
Countersink—
Wheeler's.....per doz. $1 80
American Snail Head " 0 70
" Rose " " 0 80
" Flat..... " 0 70
Buck Bros'. Flat..... " 2 60
German..... " 0 70
Dowel, New Jennings.....40&10%
Gimlet—
Standard Double Cut 50&5@50&10%
German Pattern.....per doz. $0 48
Gouge..... " 0 80
Spoon..... " 0 80
Countersink..... " 1 20
Reamer—
Buck Bros.' ½ Round. " 2 75
" " Square.. " 2 50
Standard ½ Round... " 0 75
" Square..... " 0 75
German Octagon..... " 0 75
Screw Driver—
Round Shank..... " 0 42
" " extra quality " 1 40
Square Shank..... " 1 10

BLACKING—STOVE. (See Polish.)

BLADES—SAW.

Butchers'—
Standard ¾ & 1¼ in.....60&5%
Clock Spring.....60&5%
Star.....30%
Hack—
Disston's.....25&5%
Griffin's.....25&5%
Star.....20%
Wood—
Jackson's.....per doz. $9 25
Disston's—No. 6, 16, 26 & 045, $4 20; No. 11, $6.30.
W. M. & Co.'s No. 20..per doz. $5 50

BLOCKS.

Snatch—
Wooden.....55&10%
Steel.....40&10%
Tackle—
Wooden.....70&5%
Steel.....50, 10&5%

BOARDS.

Stove.....40%
Wash—
Globe.....per doz $ 55
Banner..... 2 90
Crystal Glass..... " 3 40
Brass King..... " 2 40
Nickel Plate..... " 3 40
Enamel King..... " 3 40

BOBS—PLUMB.

Carpenters', 8½ oz. iron..pr dz. $0 65
1½ lb. " .. " 1 60
2¾ lb. " .. " 1 80
12 oz. lead.... " 2 90
6½ oz. brass. " 3 20
Mason's, 3 lb. lead..... " 4 00

BOLTS.

Carriage, Machine, Etc.
Carriage, ⅝x6 and sizes smaller and shorter.....75&2½%
Carriage, sizes larger and longer than ⅝x6.....70&10%
Machine, ⅝x4 and sizes smaller and shorter.....75&2½%
Machine, sizes larger and longer than ⅝x4.....70&10%
Elevator.....50-10&5%
Plow.....60&10%
Stove.....80%
Tire.....72½&5%
Wagon Box Strap.....70&10%
Mortise Door—
Gem.....50-10&5%
Ives'.....50&10%
Barrel—
Cast.....50%
Wrought.....50&5%
" Bronzed.....75&5%
Flush, Wrought, B. K.....40&5%
Spring—
Wrought.....75&10%
" Brass.....75&10%
Square—
Cast.....40%
Wrought.....60-10&10%
Tire.....72&½%

BORERS.

Angular, Miller's Falls, per doz $13 75
Bung, Common Ring with Handle—

Inches.....	1½	1¾	2
Per [illegible]	$6 00	6 90	8 1[illegible]

BORERS—CONTINUED.
Enterprise Mfg. Co., No. 1 List $1.50; No. 2, $2.00 each....25-10&5%

BOXES.
Mail, No.......... 5 10 20
Per doz.........$3 65 10 50 18 00
Mitre—
New Langdon................15&5%
Olmsted's 15%
Stanley's...........................30%
Seavey's ....per doz 8 00
Twine, Nos... 20 30 25 121
Per doz $1 50

BRACES.
Common Ball..............$1 35@1 45
Barbers' Pattern ....50,10&5%
Fray's Gen. Spofford's.........50&10%
" No. 66 to 146.........50&10&7½%
P. S. & W. Co.'s Peck's Adjustable..........................50-10&5%

BRACKETS.
Hay-Rack, Wenzelmann's No. 1, $12.60; No. 2, $13.20 per doz.
Shelf—
Cast Iron, Japanned......50, 10, 10%
Stanley's Wrought Steel.............................70-10&2½%
Wire..............................75-10&5%

BROILERS.
Wire ....70&10%
Crown, Self-Basting, No.80..doz. $2 90

BUCKETS.
Pump Rubber—
Wychoff................per gr. $4 75
Cooper.................. " 5 50
Champion .... " 7 50
Victor .... " 9 50
Star..................... " 5 00
IXL...................... " 6 75
Well—
Galv'd Qts...... 10 12 14
Per doz $2 75 3 00 3 25
Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85
" side-strap, plain " 3 85
" " swivel " 4 95

BUCKS, SAW.
Folding ....per doz $2 10

BURS, RIVETING.
Copper Burs Only............25-10&5%
Tinners' Iron Burs Only...........70%

BUTTS.
Cast-Iron..........................65&10%
Wrought Brass........................20%
Wrought Steel Bright—
Nos. 800, 804, 806, 810, 814 and 834 ....75&10%
Nos. 836, 840 and 842 .....75-10&10%
Nos. 822 and 832..........80-20&10%
Wrought Steel, Japanned—
Nos. 731 and 737............70&10&10%

CALIPERS.
Double ....40&10%
Inside and Outside...............40&10%
Wing.................................40&5%

CALKS.
Logger's Boot,(Lufkin R. Co's.) ....per M $3 65
Toe.
Shoenberger..............per lb. 5c
Bessemer .... " 5½c
American .... " 7½c
Swedes................... " 8½c

CANS.
Cheese Factory Can Stock—
Gallons.... 15 20 30 40
Per set....$3 40 $3 45 $3 70 $4 90
Milk
Elgin Pattern,
Nos.........808, 810, 88.
Gal. 8 10 8
per doz....$21.50 $24.50 $23.10
New Elgin Pattern,
Nos. 106 108 110
Gal. each, 5 8 10
Per doz., $16.75 $18.50 $19.85
Iowa Pattern.
Nos. 608 610
Gal. 8 10
Per doz $20.50 $21.50
New York Pattern,
Nos. 908, 910,
Gal. each, 8 10
Per doz. $25.15 $26.95
Oil and Gasoline—
1 Gal. glass, Daisy....per doz. $1 95
1 " cushioned " 3 15
Star, gals...... 1 2 3
Per doz......... $1 35 $2 30 $3 15
Per doz.
Sterling Tilting....5 gallon... $8 00
"High C" Pump...5 " ... 12 00
Eureka Pump.....5 " ... 9 25
Wood Jacket..............50-10&10%

CAPS—GUN.
See Ammunition.

CARRIERS.
Hay—
Myers' Imperial.........each $3 50
" Clover Leaf...... " 3 50

CARTRIDGES.
See Ammunition.

CASTERS.
Acme—Ball Bearing...............35%
Bed.............................60, 10&5%
Common Plate—
Brass wheel.......................60&10%
Iron and porcelain wheel.60, 10&5%
Philadelphia Plate...............70&5%
Martin's..........................50&10%
Payson's..........................70&10%
Tucker's—Wood &iron wheel..25&5%
" Rubber wheel......... 15%

CATCHERS—GRASS
Lieder's No. 1.......per doz. $6 25
Eureka..................... " 4 25
Ideal No. 4......................... 50

CHAIN AND CHAINS.
Breast Chains—
Doubleslack........doz. pairs $5 75
With Covert snaps " 5 00
" slide.......... " 3 25
Without slide..... " 2 85
Bright Ox Chains—
5-16in. $5 65: ⅜in. $5 40 per 100 lbs.
Cable Coil Chain—
Inch.... .... 3-16 ¼ 5-16 ⅜
Per 100 lbs....$8 75 $6 15 $5 00 $4 25
Inch .... 7-16 ½ ⅝ ¾
Per 100 lbs....$4 05 $3 90 $3 80 $3 70
Inch .... ⅞ 1 1¼
Per 100 lbs.... $3 60 $3 60 $3 60
Cable Log Chain—Advance 35c per 100 lbs. on Cable Coil.
Cow Tie Chains—
American 2 toggle...........50&5%
" toggle and snap...50&5%
" open and closed ring.........................50&5%
Halter Chains—
American, new list............33⅓%
German....................60-10&5%
Niagara, new list..............40&5
Triumph. " 30%
Picture Chains—
Light Brass, 3 ft.......per doz. 68c
Heavy " 3 "....... " 75c
Pump Chain—Galvanized per 100 lbs........................ $4 75
Safety Chain—Brass...........60&10%
Special Steel Loading Chain—
Inch ¼ 9-32 5-16
Per 100 lbs......$16 00 $13 50 $12 50
Stretcher Chains—
5-16 in., $8.50—⅜in., $7.75 per 100 lbs.
Tie-Out Chains—Browns......70&10%
Trace Chains—Western Standard—
6½— 6-2.................per pair 27c
6½— 8-2.................. " 31c
6½— 8-3.................. " 30c
6½—10-2.................. " 35c
7 — 8-2.................. " 35c
7 —10-2.................. " 39c
7 —10-1.................. " 44c
7 —10-0.................. " 55c
Add 2c per pair for Hooks.
" 2c " for Twist Link
Wagon Stay Chains—
Inch ¼ 5-16 ⅜
Per 100 lbs. $6.50 $6.00 $5.50

CHALK-CARPENTERS'.
Blue..................per gross 58c
Red.................... " 48c
White.................. " 38c
Common White Sch'l Crayon. .... " 5½c

CHARCOAL.
In barrels ....per bu. 21c

CHECKS-DOOR.
Blount 30%
Blum-Jap'd, $6.25; Brzd., doz.... $7.00
Columbia......................50, 10&5%

CHIMNEY TOPS.
Iwan's Volcano.........................50%

CHISELS.
Box—
Inches............. 10 12 14
Round....per doz. $2.10 $2.25 $2.75
Flat......per doz. 2.85 3.60 4.20
Cold—
Good quality......per lb 10@ 19c
U.S.A.,extra quality..per lb. 28c
Socket, Framing and Firmer—
Barton's................................30%
P. S. & W. Co's........................70%
For beveled back, add..per doz................................... 60c
Tanged, Firmer—
P. S. & W. Co's..................35&5%
With Handles add....per doz. 60c
Choppers, Enterprise Meat—
No. 12.................................$2 75
No. 22.................................. 4 50

CHUCKS-DRILL.
Standard Tool Co.'s 40%
Goodell's, for Goodell's Screw Drivers..................per doz. $6.25
Yankee, for Yankee Screw Drivers.................................. 5.00

CHURNS.
Anti-Bent Wood, Gal.. 5 7 10
Each $3.90 4.15 4.40
Belle, Barrel.......................70&5%
Common Dash, Gal.... 4 5 6
Per doz............... $7.75 8.50 10.50
Hero...................................70%
Union, Gal............. 5 7 10
Each $3.65 3.90 4.75

CLAMPS
Adjustable—Martin's 40%
Carpenters'—Steel Bar........... 30%
Carriage Makers'—P. S. & W. Co.'s..........................40, 10&5%
Hose—
Sherman's, brass, ⅜ in., ...per doz. 22c
Double, brass, ⅜ in...per doz. 65c
Saw Filers—
Disston's list, $30.00........... 30%
Stearn's, No. 0, $3.50, No. 1, $11.50, No. 3, $5.50 doz.
Wentworth's........................ 40%

CLAWS-TACK.
Cast, wood hdle...per doz., 45@ 60c
Forged steel, wood handle ....per doz. 80c
Solid Steel.................per doz. $1.60
Giant.......................per doz. .60

CLEANERS.
Drain—
Iwan's Adjustable....................50%
Iwan's Stationary....................40%
Pot—Wire..................per doz. $0.45
Side-Walk—Steel......per doz. 2.15

XLCR..............................65&5%

CLEAVERS.
Family—Ajax, In..... 6 7 8
Per doz $5.50 5.75 6.25

CLEVISES.
Malleable....................per lb. 3⅝c

CLIPPERS.
Bolt.............................$1.90@4.75

CLIPS.
Axle................................65&5%
Damper—
Standard ....per doz. $0.70
Troy .... " .28
Hame..................... " .30

CLOTH.
Emery—
Ajax...............................50&10%
B. & A...............................50%
Hardware Wire—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft. $1.85
9 to 12 " " " " 2.15
2 to 8 " galv. " " 2.70
7 and 8 " " " " 3.25
An extra charge is made for 50 ft. lengths, and a still further advance for smaller pieces.
Screen Wire—
12 mesh, painted, per 100 sq. ft. $1.25
14 " " " " 1.80

COCKS AND FAUCETS.
Compression Plain Bibbs..60-10-2½%
Lever Bibb Cocks 70%
Compression Hose Bibbs.......60-10%
Telegraph Faucets (new list)...50-5%
Racking Cocks (new list) 70-5%
Compression Lock C'ks(n'w list)70-5%
No. 65 Brass Liquor Cocks, doz. $9.15
Andrew's Brass Faucets 70%
Angle Plug Faucets, per doz.....$0.85
Milk Can Faucets, per doz., $2.60-4.20
Petroleum Faucets (new list)....70%

COFFEE MILLS.
Enter. Mfg. Co., list Jan 17, '98...25%
Parker's..............................50%
Arcade..........................60&10%

COLLARS--STOVE PIPE.
Inches 5 6 7
Plain Tin....per gr.$2.50 $2.80 $3.75
Japanned Tin, " 2.90 4.20 5.40
Lacquered Brass" 2.30 3.60 4.80

COMBS--CURRY.
Nos. 000 20 321 230 417 416
Per doz.$0.32 .80 1.00 .95 .80 1.00
Nos. 531 533 530 535 545 390
Per doz.$0.96 1.20 1.10 1.65 1.40 1.30

COMPASSES.
Carpenter's........................ 70%
Pencil—Faber's..........per doz.$1.00

CONDUCTOR PIPE.
Priced according to source of order, different prices being quoted for each locality.

COPPER—SEE METALS.

COPPERS.
Soldering—1 to 2 lb.....per lb. 24@29c
3 lb. and larger..... " 23c

CORD.
Picture—White Wire—List October 1900.............................80&10%
Sash—
Baltic Braided Flax...per lb. 20 c
SilverLake, white 7-32 in., 29 c
" " " 8-32 in., 29 c

CORKSCREWS.
Humason & Beckley..............33⅓%
Walker's...........................33⅓%
Williamson's Regular..............50%
Williamson's Forged Worm......50%

COTTERS--SPRING.
All sizes—new list........... 90&10%

COUPLINGS--HOSE.
Brass ....per doz. $1.00
Brass Plated........... " 85

COVERS, WAGON--SEE TENTS.

CRADLES--GRAIN.
Morgan's Grapevine...per doz.$22 25

CRAYONS--SEE CHALK.

CROW BARS.
Pinch or Wedge Point, per 100 lbs............................ $3 40

CUTTERS.
Meat—
Enterprise Nos. 5, 10, 12, 22, 32, and 42..............................35%
No. 100, list, $18.00............40&10%
Nos. 3 and 4.........................35%
Ideal.......................per doz. $9.75
Universal....No. 1 2 3
Per doz............$10.75 $12.00 $18.00
Pipe—Stanwoods No. 1 2 3
Each..................$ .85 1.50 4.00
Slaw and Crout—
3-knife Crout............per doz. $9.75
1 " Slaw.......... " 1.65
2 " " .... " 2.25
Washer.......................... " 7.75

DAMPERS—STOVE PIPE.
Standard..........................50&10%
American..........................40&10%

DIES--STOCKS AND
Discount..........................40&10%

DIGGERS.
Post Hole—
Acme..................per doz. $6.75
Atlas..................per doz. 7.75
Eagle ....per doz. 6.50
Eureka..................per doz. 6.25
Hercules................per doz. 9.75
Iwan's Split Handle..per doz. $8.00
Iwan's Perfection....per doz. 8.00
Ryan's..................per doz. 17,00

DIGGERS—POST HOLE.
Atlas ....per doz. $8.50
Eagle................... " 6.25
Eureka.................. " 6.50
Hercules .... " 10.25
Ryan's.................. " 17.00
See also Augers—Post Hole.

DOORS--SCREEN.
⅞ in. 4 panel painted per doz. $ 6.85
1⅛ " " " 7.50
1⅛ in. 3 panel natural pine, fancy.............per doz.. 11.50

DOOR HANGERS—BARN.
Single Flange, D. B. Rail, ...per 100 ft. 1 60
Novelty Check Back, ... 3 in 4 in 5 in 6 in
Per doz. pairs. $2.60 $3.90 $4.95 $6.25

DRILLS.
Bit Stock ....60% &65&5%
Blacksmith's Twist................60%
Breast—
Common.....................each, $2.25
Millers' Falls............ " 2.10
Hand—
Goodell's Automatic--per doz.
No. 01 No. 03 No. 3 No 20
$7.75 $12.50 $14.25 $11.50
Goodell's Single Gear per doz. $16.00
Millers' Falls " " " 12.75
" " Double " " 15.25
Reciprocating—
Goodells'...............per doz. $1
Bit Stock.
Standard List....60&5%@60%@10%

DRIVERS--SCREW.
Hurwood ....40&10%
Standard..........................65&10%
Ajax.................................70&5%
Champion............................50%
" Pattern...........60,10&5%
Clark's Interchangeable.. .... 33⅓%
Edison...............................60%
Reed's Lightning....................50%
Goodell's Spiral...........50,10,5&2½%
Yankee Ratchet.....................50%
" " Spiral.....50&10&5%

EAVES TROUGH.
Priced according to source of order, different prices being quoted for each locality.

ELBOWS.
Adjustable Stove—In. 5 6 7
Smooth....per doz. $0.95 0.95 1.40
Plan'd..... " 2.10 2.35 3.00
Corrugated Conductor—
5-inch.......each 60c per doz. $7.20
6 " ...... " 70c " " 8.40
75% discount to dealers on 2-inch, 3-inch and 4-inch plain, round and round corrugated elbows.
Corrugated Stove—In. 5 6 7
Smooth.....per doz. $0.95 .95 1 40
Pol'd........ " 1.70 1.75 2.60
Plan'd...... " 2.60 2.85 3.50
Four-Piece Stove—In. 5 6 7
Smooth....per doz. $0.57 .60 .93
Pol'd....... " 1.00 1.05 1.50
Plan'd..... " 1.50 1.70 2.60

EMERY--TURKISH.
Size ....5-lb. pkgs. ½ kegs, kegs.
No- 60 to 150, 2 lb. 6½c 4½c 4⅛c
Flour...... " 5½c 3½c 3⅛c

ENAMEL—IRON.
English, ½-pt. cans...per doz. $1.50
Nubian, " " ... " 1.50
O. V. B., " " ... " 1.25
Peerless 1 50

EXTRACTORS--PIG.
See Forceps, Pig.

EYES.
Bright Wire Screw—See Goods, B.W.
Drifting Pick ....80&10%
Hooks and—
Brass..............................80&5%
Iron ....65&10%

FASTENERS, STORM SASH.
Moore's...................per doz. $0 80
Schroeder's............. " 1 50
Sensible................. " 1 10

FAUCETS—See Cocks.

FILES AND RASPS
Black Diamond...................70&10%
Disston's ....75&10%

FORCEPS—PIG
Superior................. per doz. $4 75
Whisson's Imp 6 00

FORKS
These goods are sold net this year.
Barley—
Steel...........................70&2½%
Wood, 4 tines. per doz.........$6.25
Coal, Coke, Cottonseed............40%
Hay—
Diamond, 2 tine.............50&10%
" 3 " 60%
" 4 " 70%
Golden Eagle, 3 tine 65%
" " 4 " 70%
Digging........................ 70&10%
Scoop...............................40%

FORKS—CONTINUED.

Header—
Diamond, 3 tine.....66⅔&5%
" 4 " .....65&10%
Manure—
Diamond, 4 tine.....60&18%
Golden Eagle.....70%
Ore.....40%
Spading—
Diamond.....70&10%
Golden Eagle.....70,14&5%
Hack Saw— FRAMES
Crown.....per doz., $ 6 25
Miller's Falls..... " 10 00
Star..... " 2 85

FREEZERS—ICE CREAM

Arctic—Qts... 1 2 3 4 6
Each.....$1 10 1 30 1 50 1 80 2 30
Qts..... 8 10 12 15
Each.....$2 95 3 80 4 50 5 20
White Mountain—
20 qt.—New platform, each...$19.10
25 qt.— " " " ... 22.60
35 qt. Sampson Power " ...43 50
40 qt. " " " ...58.25

GAUGES.

Butt and Rabbet.
Stanley R. & L. Co.'s..20&10&2½%
Cream Pail, Fairmont, per doz..$2 75
Marking, Mortise, etc.....
.....50&10%@50&10&5%
Saw—Atkin's agle. 55c, dbl. 80c pr doz.
Wire.
Disston's.....25%
P. S. & W. Co.'s.....20%

GIMLETS.

Discount.....35@40%

GLASS—WINDOW.

First three brackets..... 90&15%
Above " " ..... 90&10%

GLASSES—LEVEL.

Stanley R. & L. Co.....50&5%

GLUE.

Bulk.
B Amber.....per lb 9¾c
A White.....per lb 12½c
H. S. Amber.....per lb 17 c
Liquid.
Eagle.....40 %
LePage's—
List "A".....37½%
List "B".....33⅓%
List "C".....25 %

GOODS.

Bright Wire.....90&5%

GREASE, AXLE.

Wood Boxes.
Diamond.....per gr. $5.00
Frazer's..... 9.25
Hub Lightning..... 5.25
Paragon..... 6.75
Wood Pails.
Frazer's, 15 lb. 78c, 25 lb. $1.30 each.
Hub Lightning, 15 lb. 53c, 25 lb. 65c each.
Tin Cans
Chamellene Graphite.
1 lb. per gross.....$ 9 50
3 lb. per gross..... 25 00
5 lb. per gross..... 37 00

GRIDDLES

Soapstone.....40&10%

GRINDSTONES

Family—In..... 7 8 9
Per doz.....$8 25 9 00 10 50
Loose.
Per ton.....$20 00@$21 00
Mounted—
Ball Bearing..... 1 2 3
Each.....$3 15 3 00 2 85
Common Bearing.. 1 2 3
Each.....$3 00 2 80 2 65

HAFTS—AWL

Brad—Common.....per doz., $0.18
Peg—
Common..... " 31
Patent, plain top..... " 46
" leather top .. " 52
Sewing—
Common..... " 31
Patent..... " 53

HALTERS

Jute Rope.....per dc $0 80
Sisal Rope..... " 1 25
Web..... " 2 10
Leather, rope tie..... " 6 25
" leather tie... " 8 25

HAMMERS—HANDLED

Blacksmiths' Hand
Maydole's.....40&10%
Engineers'—
Maydole's.....40&10%
Farriers'.
Maydole's.....35&5%
Machinists'.
Maydole's.....40&10%
Nail.
Ajax.....per doz $5 75
Calumet..... " 3 40
Cast..... per doz $1 10@$1 50
Maydole's.....30&7½%
Vulcan.....35&5%
Riveting.
Maydole's.....35&5%
Shoe.
Cast.....per doz 75c
Tack.
All Iron.....per doz $0 35
Pol'd Iron, Hickory hdl " 0 53
Mall. Iron, Inlaid..... " 1 50
Magnesia 1 2 3
Per doz..... 70c 80c 95c
Magazine.....per doz $4 75

HAMMERS—HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs.....70&10%
5 lbs. and over.....75&5%
Masons'—
Single & Double Face.....70&10%
Auger. HANDLES.
Common Ass'd.....per doz $0 36
Peck's Adjustable..... " 2 10
Roger's " ..... " 4 15
Ives' " .....per set 1 25
Axe.....50&10%
Chisel.
Hickory, Tanged Firmer, Assorted, 24c; Large, 26c per doz.
Hickory, Socket Firmer, Assorted, 18c: Large, 21c per doz.
Applewood, Tanged Firmer, Assorted, 27c; large, 36c per doz.
Applewood Socket, Firmer, Assorted.....per doz 24c
Coal Pick.....50&10%
Drifting Pick.....50&10%
File, assorted 13c, large 16c per doz.
Hammer.
Adze Eye.....per doz 48c
Blacksmiths'.....per doz 55c@80c
Machinists'..... " 45c@70c
Hatchet.....per doz 45c
Hay and Manure Fork.....40&10%
Hoe and Rake.....40&5%
Saw, Plain 73c, Varnished 68c per dz.
Screw Driver, Assorted 42c, Large 48c per doz.
Shovel and Spade.....40%

Barn Door—HANGERS

King.....per doz. prs., $ 75
Monarch.....60&10%
"Never Jump" Hinge.....50&10%
Peerless, Loose Axle.....60&10%
Perfection, Roller Bearing..70&5%
Phœnix. Roller Bearing....70&5%
Prouty No. 315, per doz. prs., $6 35
Rival..... " " 3 65
Superb..... " " 5 50
Safety Flexible " " 6 35
Wagner's Adjustable.....70@10%
Warehouse.....60%
Conductor Pipe—
Iwan's Perfection.....50%
Parlor Door—
Acme.....per set $3 75
Ives' Improved..... " 2 50
Lane's Standard..... " 3 50
" New Model..... " 2 80
Prouty..... " 3 00
Richards'.....40-10&5%
Eave Trough—
Baker's.....per gr., $2 35
Imperial.....20%
Wire.....35%

HASPS.

Hinge, Wrought.....50&5%
With Staples—See Staples.

HATCHETS.

Ajax.....35%
Blood's.....40%
Cast Claw.....per doz $1 20@$1 45
Cast Shingling..... " $0 95 @ $1.20
Duffy's Barrel.....per doz 17 50
Germantown.....40%
Hammond's.....40%
Roger's Ideal.....per doz $5 75
Underhill's Star Lath.....40&10%
U. S. A.....35%

HAY RACK BRACKETS.

Wenzlemann's No. 1, per doz...$12 50
" No. 2, " ... 13 20

Blind. HINGES.

Clark's Gravity, per doz sets....80c
Parker's.....65%
Shepherd's Noiseless, for Wood casing.....doz. $1 05

Gate.
Clark's, 1 2 3
Hgs & Ltchs, dz.. $2 35 $2 60 $3 60
Hinges Only, " .. 1 70 1 90
Latches Only, " .. 0 70 0 75
Knuckle.....per doz prs $6 00
Leed's..... " sets 6 75
Superior..... " prs 9 25

Spring.
American.....25%
Bommer Bros Ball B'g Floor...35%
Bommer Bros Spring Hinges..40%
Chicago.....35&5%
Clover Leaf.....per gro $9
Columbia Dbl. Acting....40&10&5%
Gem.....25%
Ideal Detachable.....per gro $12 00
New Idea..... " 9 60
Oxford.....30%
Wrought Iron.
New Lists.....
Light Strap Hinges.....70&5%
Heavy Strap H'g's.....75&10%
Light T Hinges.....65&5%
Heavy T Hinges.....6 &5%
Extra Heavy T H'g's..... 70-10&5%
Cor. HeavyStrap50-20-10-10-10-10 5%
Cor. Ex. Heavy T 50-20-10-10-10&5%
Screw Hook and Strap.
6 to 12in.....per 100 lbs. $3.50
14 to 20in..... " " 3.25
22 to 36in..... " 3.00
Screw Hook and Eye.
¾in.....per 100 lbs. $6.25
⅝in..... " " 7.25
½in..... " 9.00

HOES.

Garden.....70&15%
Grub:
Ajax.....60, 10&5%
Extra.....70%
Hazel.....per doz $5 00
Ladies' and Boys'.....70&15%
Mortar.....75 &10%
Planter's Eye.....62½%
Weed.....75&5%
And Eyes. HOOKS.
Brass.....50&10&5%
Iron.....65&10%
Awning.....per gro $1 80
Belt
Brown's.....70&5%
Jones'.....65&5%
Bench—See Stops, Bench.
Box, In. 6 8 10 12
Doz.. $1 25 $1 60 $1 70 $2 25
Humason & Beckley's...pr dz $2 40
(See Goods, Bright Wire.)
Bush
Common Axe Handle
.....per doz $7 00@$8 50
Hamilton Pattern.....per doz $7 25
Chain—In. ¼&5-16 ⅜ 7-16 ½
Per 100 $7 50-7 75 $9 50 $11 25 $12 00
Clothes Line.
Japanned.....per doz 21c@22c
Galvanized..... " 35c
Coat and Hat.
Cast Iron.....per gro 72c@$1 00
Gem Wire.....75&10%
Conductor.
Malleable.....50&10%@50&10&5%
Wrought.....40&10%@50%
Corn.
Common, unpolished, per doz. $1 40
" polished... " 1 80
"Cut Easy," .....per doz. 2 75
Clyde's, ... " 2 00
Gate.—See Goods, Bright Wire.
Grass.
Common, Nos. 2 3 1
Per doz..... $1 75 $1 80 $1 90
German.....per doz 1 90
Little Giant..... " 3 10
Wood's..... " 1 30
Hammock.
With Plate..... " 31c
With Screw..... " 31c
Lambreguin or Drapery...per gro 21c
Picture.....50%@50&10%
Potato and Manure.....60&15%
Screw, Brass.....80&20%
(See Goods, Bright Wire.)
Seat Spring.....per lb 5½c

HOOPS—TUB.

Ever Ready..... per case $1 65

HOSE—GARDEN.

3 ply ¾ in. 35 lb. pressure per ft..5⅞c
3 " ¾ " 50 " " " ..7½c
3 " ⅞ " 70 " " " ..7½c
3 " ¾ " 70 " " " ..9 c
4 " ⅞ " 80 " " " ..9 c
4 " ¾ " 80 " " " .10½c
6 " ¾ " 125 " " " .11½c
8 " ¾ " 150 " " " ..13 c
Cotton ¾ in. 75 lb. pressure per.. 7c
" ¾ " 150 " " " 9c

Boss. HUSKERS.
Nos. E A B P
Dz. $1 95 $2 00 $1 95 Gr. $5 90 $5 20
Nos. 3000 3000 4000 O OX
Gr. $2 10 $6 75 Dz. $1 15 $2 20 $1 65
Brinkerhoff's.....per gr 14 50
Harrington.....per gr 4 20
Ideal—Nos. 102 101 100
Per doz..... $1 35 $2 50 $2 75
Johnson's.....per gro 7 75

IRON.

See Metals—First column.

IRONS.

Curling.
Common.....per doz 33c@48c
Princess.....per doz $0 60
Yale..... " 0 84
Oxford..... " 1 10
Ruby..... " 1 50
Tourist, Folding..... " 0 90
Pinking..... " 0 60
Plane.
Wood Bench.....20&5%
Stanley R. & L. Co. (new list)25&5%
Sad.
Charcoal.....per doz $10 75
Common, Polished, per 100 lbs 3 50
" Nickel Plated, " 4 75
Chinese Polishing.....per doz 7 60
Laundry, No. 1, $5 75; No. 2, $6 25 per doz.
Mrs. Pott's.
No. 50 J, Enterprise...per set 79c
No. 55 J, " ... " 75c
No. 50 T, " ... " 82c
No. 55 T, " ... " 79c
No. 50, Howells.....
No. 55, " ..... " 69c
Tailors' Sad.....per lb 4¼c
" Geese..... " 4¼c
Tuyere.
Single Duck Nest.....per doz $5 25
Double " " ..... " 6 25
Sutton.....each 2 60

JACKS.

Locomotive.....75&5%
Wagon.
Meeker's.....per doz $1 25
Miller's No. 2..... " 7
Winner..... " 7

KETTLES.

Brass.....30%
Caldron.....50%
Copper.....per lb 27½c
Maslin.....66⅔%
Sugar.....50&5%

KNIVES.

Beet Topping.
Clyde, 9-in. Scimiter Blade.dz $3 85
" 10¾-in. Straight " .dz 3 15
California.....dz 3 40
Cooper's Hoop.....15%
Corn.
Ajax..... " $2 10
Drawing.
Standard.....70%
Adjustable.....30%
Barton's Carpenters'.....10%
" Folding Handle....30&5%
Hay.
American, Sickle Edge...doz $10 25
Canton, Sickle Edge..... " 8 25
Heath's..... " 8 25
Iwan's Sickle Edge..... 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 5 75
Wadsworth's Sp'r Point " 3 75
Hedge.
Ajax, Heavy, $5 75; E Heavy, $7 75 per doz.
Mincing.
Common, Single.....per doz 45c
" Double..... " 65c
Streeter, 4 Blade, $1 30; 6 Blade, $1 90 per doz.
Putty.
Common.....per doz 54c
Goodell's.....per doz $1 30@$1 80
Russell's..... " 1 75@ 2 25

KNOBS.

Door, Mineral.....per doz 0 70
Porcelain..... " 0 80
Jet..... " 0 80

LADDERS.

Common Long.....per ft 9c@14c
Extension.....per ft 13c
Step.
Common..... " 7c
" With Shelf, add 10c.
I X L.....per ft 17c
Miller's Household. per ft 13c@15c

LANTERNS.

Bull's Eye Police.
3-in Flash Light.....per doz $5 00
2¾-in Regular..... " 4 00
3-in Regular..... " 5 00
Tubular, Berger.....40&10&5%

LEADERS—CATTLE.

Nos. 1 2 3
Per doz.... $0 55 $0 70 $2 75

LEATHER—LACE.

Cut.....50&10%
Sides, Ex. Quality.....per sq ft 20c

LEATHERS—PUMP.

Valve and Plunger.....50%

LIFTERS.

Stove Cover.
Japanned.....per gro $3 75
Coppered..... " 3 60
Devore's..... " 5 50
Zero..... " 3 00
Transom, Payson's.....70&10%

LINES.

Chalk, Twisted in 20-ft hanks.
Nos. 15 14 13 12 11
Per doz.. 10c 12c 17c 22c 30c
Twisted in 50-ft balls.
Nos. 1 2 3 4
Per doz..... 24c 30c 35c 44c
Braided in 20-ft hanks.
Nos. 0 1 2
Per doz..... 22c 30c 32c
Masons', in 100-ft hanks...doz $1 00
Clothes.
60-ft Jute.....per doz $0 95
72-ft " ..... " 1 10
60-ft Sisal..... " 1 60
72-ft " ..... " 2 10
60-ft Cotton..... " 1 25
50-ft Braided Cotton..... 1 00

LINING—STOVE.

In Bricks.....per crate 43c

MACHINES.

Boring	Without Augers.	With Augers.
Ajax .....per doz	$5 25	$5 75
Angular... "	2 25	5 00
Boss ..... "	4 50	5 00
Upright... "	2 90	400

Leather Riveting.
Chicago, Pomeroy ....per doz $9 75
Excelsior..... " 2 50
Handy..... " 2 10
Little Giant..... " 3 10
Pony, Pomeroy..... " 3 00
Washing.
Boss. 1 2 5 3
Per doz.. $57 00 $63 00 $69 00 $80 00
Globe, No. 1.....per doz $53 00
O K Rotary..... " 55 50
Round Wayne..... " 36 50
U. S. Steel..... " 60 00

MALLETS.

Carpenters'.

Fibre Head,	Small.	Med.	Large.
Per doz.....	$5 00	$5 75	$6 75
Round Hickory.....per doz			$1 75
" Lignumvitæ.... "			2 75
Square Hickory..... "			1 75
" Lignumvitæ .. "			2 25

Tinners'.
Applewood..... " 60
Hickory..... " 85
Hickory Sheet Iron. .. " 1 80

Door.

MATS.

National Rigid..... 50, 10&5%
Queen Flexible 50%
Stove
Standrd Quality.....per gross $2 75
Best " (Pure) " 4 75
Wire Covered Asbestos, Ex.
Heavy .....per doz 1 00

MATTOCKS.

Ajax..... ....60, 10 & 5%
Extra..... 70%

MAULS.

Iron, lbs. 10 13 16 18 21
Per doz. $3 15 $3 55 $4 45 4 75 $5 25
Wood face, lbs. 10 11 13
Per doz..... $4 75 $5 00 $5 25
Wood Choppers'.
Lake Super'r & Oregon Pat.70&10%

MEASURES.

¼ pk 1 pk ½ bu
Galvanized..per dz
Japanned. .. " $1 40 2 10 $3 60

Babbitt. METAL.

Alm.....per lb 8¾c
Best..... " 22c
Common, No. 4..... " 6½c
Copper Mixed..... " 18½c
Magnolia Metal..... " 19c
Tony..... " 10½c
See Metals—In first column.

MICA.

First Quality..... ..40& 10%
Second Quality..... 50 & 10%

MILLS—COFFEE.

Enterprise.....35&5%
National.....50%
Parker.....50&10%@60%

MOPS.

Erie .....per doz $3 15
Handled Cotton.
Lbs. ¾ 1 1¼ 2
Per doz.. $2 00 $2 35 $2 65 $3 20

MOWERS—LAWN.

Ball-Bearing.
In. 15 17 19 21
Each..... $7 50 $8 50 $9 50 $10 50
Cheap Grades.
In. 12 14 16 18
Each..... $2 10 $2 10 $2 10 $2 20
Clipper .....50&10&10%
Gerard, in. 14 16
Each $3 25 $3 50
Philadelphia.
All Styles Except A & E 60&10&10%
Style A .....50&10%
Style E, High Wheel..60,10,10&10%
Drevels 50%
All Day.....Net Price

NAILS.

Cut Steel ....rates, $2.05
Horse Shoe.
Ausable.....50%
Capewell 10%
Perfect.....40&5%
Putnam 10-5%
Star 35%
Picture.
Brass Head.....40&10%
Judd's .....40&10%
Brads.....80&10&10%
Furniture 40%
Wire.
Small Lots. $2.05
Carload " 2 10
Cement Coated 1 80

NETTING—POULTRY.

Galvanized Before Weaving.80&20
" After Weaving.. 80&15
Cut Pieces.....65&5%

NIPPERS.

End Cutting.
P. S. & W. Co..... .....61&10%
Stubb's Pattern .....6 &10%
Hoof.
Heller's.....40&5%
P. S. & W. Co.....40&10%
V. & B 40-5%
Hose. NOZZLES.
Genuine Boston.....per doz $3 65
Genuine Gem..... " 2 95
Magic ..... " 3 10

NUTS—HOT PRESSED.

Square Blank.
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
Lb. 9c 6c 4c 3½c 3½c 3½c 3c
Square Tapped.
In. ¼ ⅜ ½ ⅝ ¾
Lb. 11¾ 7½ 5¼ 4½ 4¼
For 5 lb. boxes add ⅛c per lb. to above prices.

OILERS.

Chase Pattern.
Brass and Copper 35%
Zinc.....60%
Engineers'.
Cannon 10%
Tin.....per doz $2 00@$3 00
Machine.
Ajax.....per doz $0 80
Copper Plated Steel... " 1 50
Malleable Iron.....40&10&5%
Tin.....per doz 55c@65c

OPENERS.

Can, in. 10 12 14
Flat....per doz $2 85 $3 60 $4 15
Round.. " 2 10 2 25 2 75
Can.
Delmonico.....per doz 1 20
Never Slip..... " 0 65

Crate, V. & B..... " 5 75

OUTFITS—COBBLING.

Combination ....per doz $11 50
Economical .... " 4 90
Family..... " 10 00

PADLOCKS.

Standard Wrought.....70&10&5%
Champion 50%
Eureka.....40&10&5%
Yale..... .....60&5%

Cream. PAILS.

14-qt., Without Ga....per doz $2 75
20-qt., " " .... " 3 25
20-qt., With Gauge.... " 4 20
Sap, 10-qt., Galvanized, $1 60; 12-qt., Galvanized, $1 85 per doz.
Stock, Galvanized.
Quarts. 14 16 18 20
Per doz... $3 75 $4 00 $4 65 $5 25
Water, Galvd, qts. 10 12 14
Per doz..... $1 50 $1 70 $2 00
Wood.
Cable, 2-Hoop, $1 90; 3-Hoop, $2 10 per doz.
Cedar, 2-Hoop, $2 85 per doz.
Standard, 2-Hoop, $1 65; 3-Hoop, $1 85 per doz.

PANS.

Dripping .....50&10&5%
Fry, Common.....60&10&5%
Acme .....66%&5%
Roasting.
Brownie.....Each 30c@37c
L. & H..... " 58c@80c
Building. PAPER.
Plain.....per 100 lbs $1 15
Tarred..... " 1 25
Tarred Felt..... " 1 60
Diamond A, Red Rosin.pr roll 0 60
Lead'r, Red Rosin..... " 0 45
Sand and Emery.
Ajax.....50&10%
B. & A.....50 & 5%
Wrapping.
Grecian Express .....per lb 3¾c
Rag ..... " 2½c
Apple. PARERS.
Bay State .....per doz $12 75
Reading ..... " 6 50
Turntable ..... " 5 70
White Mountain..... " 4 50
Potato.
Goodsell's Saratoga 10½in. dz. $6 50
" " 5 in. " 5 50

PICKS

Adze Eye Ore.....65&5%
Drifting and Poll Picks.....60&10%
Ajax Railroad.....60, 10 & 5%
Extra Railroad..... 70%
Surface..... ....65&5%

PINCHERS.

Carpenters', wrt. iron, pol. steel jaws.....30%
Blacksmiths'.....50%
P. S. & W.....40&10&5%

Clothes. PINS.

Common.....per gr..$0 12
Hoyt's..... " .. 30
U. S..... " .. 70
Picket.
Fluted 15 in.....per doz..$0 70
" 21 in..... " .. 1 60
Spiral..... " .. 1 90

PIPE.

Conductor.	Nested	Not nested
Eastern, A...	75&7½%	75&2½%
Eastern, B.	75&10&2½%	75&7½%
Central	75&7½%	75%
Southwst'n..	70-&7½%	70&2½%
Texas.....	70&7½%	70&2½%
Mo. River....	70&7½%	75%
Southern	70&10%	70&5%

Lead.
Full coils.....per lb.. 6¼c
Cut " ..... " . 6¾c
Stove.

Acme—In.	5	6	7
Smooth, per jt.	10½c	10½c	12½c
Planished, "	22c	22c	42 c
Peerless—Smooth..	8½c	9c	11½c
Polished.	16c	18c	22 c
Planished	28c	31c	40 c

Made-up—In.	5	6	7
Smooth.....	8¾c	9c	12 c

7 to 6 in. Smooth Tapers, pr jt..14c
6 in. Smooth T's..... " ..30c
7 to 6 in. Planished Tapers.....45c
Wrought Iron Gas Pipe.
⅛@⅜-in., black.....discount, 62½%
⅛ " 65%
⅜-in. to 4-in., black..... " 70&5%
4½ " 6 " .... " 70&5%
7 " 12 " .... " 65%
⅛@⅜" galvanized " 50%
½ " " " 55%
¾ " to 4 " " 57½%
4½ " " 6 " " 57½%
7 " " 12 " " 52½%

PLANES.

Siegley Iron Bench.....50&10%

Corn, PLANTERS.
Monitor.....per doz..$7 75
Triumph..... " .. 6 00
Potato
Acme.....per doz.. $6 25
Challenge ..... " .. 10 75
Fencing.
Cronk's.....per doz..$9 25
Farmers' Choice..... " .. 8 75
Russell's..... " .. 8 65
Flat and Round Nose.
Bernard's.....30%
German.....50%
Lodi.....40%
Paragon.....40&10%
P. S. & W. Co.....60%

Gas—In. 8 10 12
Per doz.....$3.10 $4.00 $4.90

PLIERS.

Button's—In. 4½ 6 8 10
Per doz.....$2.60 $3.10 $3.90 $5.20
Button' 'attern.
In. 4½ 6 8 10
Per doz. . ..$2.35 $2.50 $3.45 $4.40
Cutting.
Bernard's.....30%
Cronk's Impr'vd Button Pliers.75%
Cronk's Linemans No. 80.....40%
Cronk's Stubbs Pattern....50&10%
Cronk's No. 1. .....60&10%
Cronk's Staple Puller Pliers..$9 00
Lodi.....40&10&5%
4 Tube, revolving.... " .. 5 25
Tinners'.
Hollow.....
Solid.....each..5½c

PLUMBS AND LEVELS.

Common.....75%@75&10%
Cook's.....40%
Davis' Iron 30%
Davis' Inclinometer.....20%
Stanley's

Nos.	00S	0S	2S	3S
Per doz.	$4.50	$5.20	$7.60	$8.65
Nos.	30	35	50	35
Per doz.	$13.00	$17.50	$17.50	$12.35

POINTS.

Drive Well Points..... 80&10%

POKERS—STOVE.

Wr't Iron, str't or bent, per doz.$0 50
Wr't Iron, wood hand'l's " 75
Nickel pl'td. coil hdl's.. " 70

POKES—ANIMAL.

Brown's, wr't steel, per doz.$5 00@6 00

POLES—FISHING.

Bamboo

Ft.	12	14	16	18	20
Pr 100..	$3.75	$3.40	$4.75	$6.00	$7.75

POLISH.

Metal.
Pride of the Bar..... " .. 50
Putz Cream.

Pts.	1-6	¼	½
Per doz.....	$0.84	$1.25	$1.80

Pts.	1	2	4	8
Per doz.	$3.60	$6.00	$9.00	$18.00

White Silk, half pints, per doz.$3.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

Pts.	1-6	¼	1	2
Per doz...	$0.65	$1.20	$2.15	$3.00

Shoe.
M. D. C.....per doz..35c@50c
F. C. O..... " 40c
T. M ..... " 50c@$1 25
Imperial.....per gr.....$5 00
Stove.
Black Eagle, 1 lb cans, prgr..$15 00
Black Silk—
5 lb. pail 70c
Paste, 5 oz. cans per doz.....$1.00
Paste, ½ lb. cans, per doz.... 1.00
Black and Japanned—
Liquid, ½ pint cans per doz. 1.00
Liquid, 6 oz. cans per doz.... 75c
Steel Range Gloss per doz... 1.75
Blackene, 1 lb cans....pr gr.. 13 00
Black Jack, ¼ lb cans. " .. 9 00
Dixon's Carb. of Iron. " .. 5 75
Nickel Plate..... " .. 4 50

POPPERS, CORN.

Round or Square, 1 qt. per doz., 85@90c
Square, 1½ qt.....per doz., $1 00
Square, 2 qt.....per doz., 1 25
1 qt. reversible .....per doz., 1 50

POTS—FIRE.

Bernz.....each..$2 85
Clayton & Lambert's, each, $4 75@6 25
Gate City.....each.. 6 25
Gem ..... " .. 6 75

POWDER.

See Ammunition.

PRESSES—FRUIT AND JELLY.

Enterprise Manufacturing Co... 35%
Henis .....per doz. $2 10

PRUNERS.

Disston's Pole.....per doz..$7 50
Henry's Improved..per doz..65&10%
Water's Improved. " 70, 10&5%

PULLERS.

Cork.
Daisy .....each..$3 40
Phoenix ..... " .. 1 60
Quick and Easy..... " .. 2 90
Nail.
Giant.....per doz..$9 00@10 50
Giant Pattern. " .. 00
Tack—Giant .... " .. 60

PULLEYS.

Awning—Jap'd.....40&5% to 35&5%
Clothes Line.....20&10%
Hay Fork.
Iron Wheel, 5 in .....per doz..$1 85
Wood Wheel, 6 in ... " .. 1 80
Wood Wheel, 6 in...
pass knot..... " .. 2 25
Hot House—Jap'd .....30&5%
Screw..... " .....30&5%
Side..... " .....30&5%
Sash.
Chicago .....per doz..$0 29
Clark's..... " .. 42
Common Sense, 3 in.. " .. 26
" Pattern, 3 in.. " .. 30
Empire..... " .. 24
Ideal..... " .. 22

PUMPS

Pitcher Spout.

Nos.	1	2	3	4
Each.....	.90	$1.00	1.10	$1.40

PLATES—TIN.

See Metals in Column 1.

Spray.
Blizzard.....per doz..$14 25
Cyclone, tin..... " .. 3 90
" copper..... " .. 6 75
Daisy..... " .. 5 75
Little Giant.....each.. 3 40

PUNCHES.

Conductors', No. 22....per doz..$2
Machine.....per lb..
Saddlers'.
Common.....per doz..60c@70c
Good..... " ..72c@84c

PUTTY.

In Bladders.
Strictly pure .....per 100 lbs. $3 25
Commercial ..... " " 2 10

RAIL.

Barn Door.
Light Wrought.. .....per ft. 3c
Safety ..... " 4½c
Single Flange ..... " 1½c
Smith's Wro't Bracket—plain 3½c
Smith's Special 4½c
Smith's "Never Jump".....11c 50%
Smith's Plain Steel.....30%
Smith's Milled Steel 4½c
Sliding Door.
Painted iron .....per ft. 4½c
Bronzed wr't iron..... " 5½c

RAKES.

Coal or Road.....per doz. $5.60
Garden.
Cronk's Champion.....70%
Cronk's Victor.. .....75%
Steel, braced .....80&10%
Steel, bow..... 75%
Malleable iron, heavy....70 & 7½%
Hay—Wood.....per doz. $1 40@2 00
Lawn—Wood.
Common .....per doz. $2 35
Automatic..... " 5 75
Gibbs' ..... " 3 95
Jumbo, 36 teeth ..... " 6 30

RASPS—See Files

REGISTERS.

List December 5, 1904

Black and White Japanned..70&10%
Nickel Plated.....75%
Electroplated, Brass, Bronze or Copper.....75%

RINGS

and Ringers—Hog.
Blair's Rings .....per doz. 60c
Blair's Ringers ..... " 84c
Brown's Rings..... " 65c
Brown's Ringers..... " 90c
Champion Ringers..... " 1 70
Hill's Ringers..... " 65c
Hill's Rings, boxes..... " 45c
Mazor Rings ..... " 80c
Perfect Rings ..... " 84c
Perfect Ringers..... " 95c
Wolverine Rings..... " 1 50
Wolverine Ringers.... " 70c
Bull.

Copper	2 in.	2½ in	3 in
Per Dozen	$1 25	1 50	1 70
Rea's Impro'd Self Piercing copper, pr d'z	$1 25	1 50	1 75
Steel, per doz		$ .95	1 05
Nickel Plated		1 25	

Fruit Jar—White .....per lb. 30c
Key.
Split, round.....per doz. 1
Split, square ..... " 22c
Ball, round..... " 22c

RIVETS.

and Burrs.
Copper Belt .....50&5%
Coppered Iron 75%
Tinners'.....65%@10%
Hame.....per lb.
Slotted Clinch .....per doz. 40c@45c
Tubular—Nos. 1 and 2, assorted sizes.....per doz. 45c

ROPE.

Per lb.
Pure Manila, rates 12½c
Sisal, Ea, 1c, rates..... ..... 8¾c
Cotton.
¼, 5-16-in. Com on reels. per lb. 12½c
¼, 5-16-in Com in coils .. " 13c
¼, 5-16 Imperial in coils " 22c
Sewall & Day Steel Rope, rates 10½c

RULES.

Boxwood.....60%
Ivory .....35&5%

SASH WEIGHTS.

Per ton, f.o.b. Chicago.....$30.

SAWS.

Back.
Disston's..... .....25&7½%
Jackson's .....25&7½%
Butchers'—Disston's .....25&7½%
Circular.
Disston's.....50%
Hiles' 50-10%
Compass.
Common .....per doz. $1 25@1 60
Disston's .....25&7½%
Cross-Cut.
Atkin's.....40%
Disston's.....40&10% &50%
Pocahontas Bit.....per ft. 30c
Pocahontas, Blued ..... " 41c
Dehorning.
Atkins'.....per doz. $5 50
Disston's ..... " 5 75
Hack.
Disston's 25½%
Keystone 35½%
Sterling Hack Saw Blades..... 35%
Sterling Hack Saw Frames.....30%

SAWS—CONTINUED.

Hand and Rip.
Brown's ..... 30&7½%
Disston's No. 7 ..... 30&7½%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120 ..... 25&7½%
Gorham's Comb ..... 30&7½%
Keystone ..... 30&7½%
Sam Sickles', hand ... per doz. $4 25
"I Will," hand ..... " 5 75
"I Will," rip ..... " 6 75
"U. S. A." hand ..... " 12 25
"U. S. A." rip ..... " 14 25
Keyhole—Disston's ..... 25&7½%
Kitchen
Sterling 25%
One Man 50%
Panel.
Brown's ..... 30&7½%
Disston's No. 7 ..... 30&7½%
Disston's D.10 ..... 25&2½%
"I Will" 40%
"U. S. A." ..... 40&10&5%
Pruning.
Avery's Duplex ..... 25&7½%
Brown's ..... 25&7½%
Disston's ..... 25&7½%
Wood.
Common ..... per doz. $4 50
Handy ..... " 7 50
Happy Medium ..... " 7 00
Wood Sawyers' Delight " 8 25

SAW SETS.

Common Lever ..... per doz. $ 1.20
Stillman's Lever ..... per doz. 1.80
Leach's ..... per doz. 5.00
Nash's ..... per doz. 4.20
Monarch ..... per doz. 6.50
Aikin's Pattern ..... per doz. 2.50

SAW FRAMES.

Common, plain ..... per doz. $1 20
" painted ..... " 1 60
Counter. SCALES.
Pelouze ..... 40&10%
Platform.
Osgood 50%

SCOOPS.

Grain.
½ Bu. "Hercules," per doz. ..$13 75
1 " " " " ... 15 50
Box. SCRAPERS.
Stanley's Adjustable, per doz. $3 60
Triangular ..... " 2 50
Cabinet.
Ajax ..... per doz. $8 25
Cast Steel ..... " 65c@75c
Stanley's No. 80 ..... " $8 40
Road.
Cubic ft. 7 5 3
Without runners, ea. $4.35 4.10 3.85
With runners .... " 4.60 4.35 4.10
Bench. SCREWS.
Iron ..... 50&5%
Wood, white maple .. per doz. ..$3 60
Hand—Wood 30%
Hand Rail ..... 70&10%
Jack ..... 75&5%
Lag or Coach 80%
Screw—Centennial.
Nos. 1 2 3 4 5 6
Per doz. 19c 22c 27c 32c 35c 37c
Wood.
F. H. Bright Steel .... 87½, 10&10%
R. H. Blued Steel ..... 85&5%
F. H. Jap'd Steel ..... 82½&5%
F. H. Brass ..... 85&5%
R. H. Brass ..... 80&5%
R. H. Nickel Plated 75%

SCYTHES.

Clipper, grain ..... per doz. ..$8 00
Dutchman, grass ..... " .. 6 45
Golden Clipper, grass ..... " .. 6 25
U. S. A., grass ..... " .. 7 00
Nail. SETS.
Round, common ..... per doz. ..$0 33
Square " ..... " .. 42
Octagon " ..... " .. 33
Square, Buck Bros. .. " .. 1 25
Cup Point, knurled, pr doz. 70c@90c
Rivet.
Farmers' ..... per doz. ..$1 45
Tinners' ..... 50&10%
Saw.
Aiken's Pattern ..... per doz. ..$3 50
Common Lever ..... " .. 1 20
Disston's Monarch ..... " .. 6 50
" X Cut ..... " .. 11 75
German ..... " .. 1 25
Morrill's Old Style ..... " .. 5 00
" Pattern ..... " .. 4 50
Leach's ..... " .. 4 80
Nash's Hand ..... " .. 4 00
" X Cut ..... " .. 5 50
Stillman's Lever ..... " .. 1 20
" X Cut ..... " .. 2 50

SHARPENERS—SKATE.

Diamond ..... per doz. ..$1 60

SHAVES—SPOKE.

Iron ..... per doz. ..$1 25@$3 75
Wood ..... " .. 3 75@ 4 75
Bailey's ..... 50&5%
Goodell's 15%
Stanley's Universal ..... 30&5%

Pruning. SHEARS.
Buckeye, No. 1 ..... per doz. ..$6 75
" No. 2 ..... " .. 8 40
California Pat., 9 in. .. " .. 4 25
" 10 in. .. " .. 5 00
Draw Cut, No. 3 ..... " .. 14 75
" No. 4 ..... " .. 17 50
Henry's Pat. 0 01 14 012
Per doz. ..$1.90 $2.50 $3.15 $3.50
Star ..... per doz. ..$4 75
Sheep—No. BBA.
6 in. 6½ in. 7 in.
Reg. Grip .. $11.25 $11.50 $12.00
Nar. Grip .. 11.75 12.00 12.00doz.
Tinners'—See Snips.

SHEAVES—SLIDING DOOR.
In. 3 4 5
Common .. Per set .. $0.42 $0.48 $0.70
Hatfield's .. " .. .75 1.00 1.60

SHELLERS—CORN.
Union ..... per doz. ..$7 25

SHIELDS.
Expansion Bolt Shields ..... 50&10%

SHOES.
Conductor.
5-inch ... each 75c. per doz $8.64
6 " ..... " 8 c. " 10 18
7½% discount to dealers on 2-inch, 2½-inch and 4-inch plain, round and round corrugated shoes.

SHOT—See Ammunition.

SHOVELS AND SPADES.
Drain.
Iwan's Perfection 50%
Railroad, Etc.
Gold Hibbard's ..... per doz. .. $9 25
C. H. Conovers's .... " .. 7 75
Beckwith's ..... " .. 7 75
Hickory ..... " .. 6 25
Greenleaf's ..... " .. 5 75
Columbus ..... " .. 5 00
Ames' new list ..... Discount 12½%
Coal.
No. 2 Ajax ..... per doz. ..$5 25
No. 4 Golds ..... " .. 6 25
Ames' new list ..... Discount 12½%
Snow, per doz. ..... $1 65@$9 00

SIFTERS.
Hunter's Genuine ..... per doz. $1.10
" Imitation ..... " .90
Tin Rim, 16 mesh plain wire 1.35
Wood " 16 mesh plain wire .80

Cast Iron. SINKS.
Painted ..... 1 &5%
Enameled, White ..... 60-10&10%
Wrought Steel.
Painted, new list ..... 40-10&5%

SLEDGES—See Hammers.

SNAPS—HARNESS
Champion 65%
German Pattern ..... 30&5%
Judd's Pattern ..... 60&10%@70%

SNATHS.
Double Ring, Bush .... per doz. ..$6 75
Patent Loop " .... " .. 7 20
" " Grass .... " .. 6 00

SNIPS—TINNERS'.
Hernisch's ..... 40&5%
National ..... 40&5%
P. S. & W. Co.'s ..... 25&5%

SOLDER.
See Metals

SPRINGS—DOOR.
Perfect. Nos. 1 2 3 4
Per doz. 33c 38c 45c 48c
Reliance, Light $1.40, Heavy $2.20 doz.
Star ..... " .90, " 1.30 "
Torrey's ..... per doz. ..$1 30
Warner's— No. 11 No. 12
Per doz. 70c $1 30

SQUARES
Steel and Iron 75%
(Add for Bluing, $2.50 per doz., net.)
Mitre—Stanley's No. 12 ..... 40%
Try.
Stanley's No. 90, new list ..... 30&10%
" Nos. 13 and 14 ..... 40%
Try and Bevel—Stanley's ..... 40&5%
Try and Miter.
Fox's ..... per doz. ..$7 25
Winterbottom's 50%

SQUEEZERS—LEMON.
Common Wood ..... per doz. ..$0 70
Porcelain Lined, wood. " .. 1 30
Boss, tinned iron ..... " .. 82
Pearl, nickel plated ..... " .. 1 30
Star " ..... " .. 1 60
Little Giant, tin'd iron " .. 4 25
King ..... " .. 2 50
Drum ..... " .. 4 75

STAPLES.
Blind—Barbed ..... per lb. 9½@10c
Butter Tub ..... " 6@8½c
Fence, less than carload.
Polished ..... per 100 lb. $2 20
Galvanized ..... " 2 50
Netting—Galvanized. " 2 90
Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples ..... 85-10&5%
Extra heavy ..... 75&10%

STEELYARDS.
Discount 25%

Axe. STONES.
Hindostan ..... per lb. 5½@7c
More Grit ..... " 9½c
Washita ..... " 16½c
Emery ..... 60%@60&5%

Oil—Unmounted.
Arkansas Hard ..... per lb. $2 00
Arkansas Soft ..... " 1 15
Hindostan ..... " 6½@8½
Oil.—Unmounted.
Lily White ..... per lb 43c
Queer Creek ..... " 14½c
Ouachita ..... " 36c
Washita ..... " 25c
Scythe—Black Diamond. per gro. $7 75
Clear Grit ..... " 4 25
Gem Corundum ..... " 7 50
Green Mountain ..... " 4 20
La Motte ..... " 7 00
White Mountain ..... per gro. 6 50
Willoughby Lake .... " 6 25
Red End ..... " 3 15

STOPS—BENCH.
Hotchkiss' ..... per doz. $3 60

STOPPERS—FLUE.
Common ..... per doz. 42c
Crown ..... " 48c
Gem, flat, painted ..... " 72c
Gem, cor'd, decorated ..... " 68c
Kirch's ..... " $1 20
Peerless ..... " 72c
Skinner's Common Sense " 95c

STRAPS.
Scoop ..... per doz. prs. $1 80
Skate ..... " " 50@70c
Carpet. STRETCHERS.
Bullard's ..... per doz. $3 90
Excelsior ..... " 6 00
Malleable Iron ..... " 70
Perfection ..... " 6 00
King ..... " 4 50
Wire.
N. S. Elwood's ..... per doz. $5 75
O. S. Elwood's ..... " 6 00
Little Giant ..... " 5 50
Star Lever ..... " 6 25
Star Tackle Block ..... " 9 25
Warner's ..... " 6 25

SWIVELS.
Malleable Iron ..... per lb. 5½c
Wrought Steel ..... per gro. $4 50

TACKS.
American Cut ..... 90&5%
American Wire ..... 85&35&10%
Bill Posters Cut ..... 90&40%
Blued Carpet ..... 90&15%
Tinned Carpet ..... 90&15%
Gimp ..... 90&30&10%
Upholsters' Cut ..... 90&40&5%
Upholsters' Wire ..... 90&25%
Double Pointed ..... 90&20%
Copper ..... per lb 27c
Canvas Nails ..... 75&5%
Clout Nails ..... 75&10&5%
Hungarian Nails ..... 80&5%

TAPES—MEASURING.
Asses' Skin ..... 40&10%
Bend Leather 25%
Patent Leather 25%
Lufkin's Steel 30%
Lufkins Metallic 30%

THERMOMETERS.
Tin Case ..... per doz., 95c@$1 25
Wood Back ..... " $1 75@ 9 00
Glass ..... " 15 50

Bale. TIES.
Single Loop ..... 80&7½%
All other kinds ..... 6.&10%
Cow—See "Chains."

TOOLS—SAW.
Atkin's Dexter ..... per doz. $4 25
Atkin's Excelsior ..... " 6 25
Disston's Universal 40%
Game. TRAPS.
Newhouse 50%
New Victor 75-10%
Mole—Reddicks ..... per doz. $5 75
Mouse and Rat.
Wood Choker ..... per hole 11c
Tin Choker ..... " 9c
Delusion ..... per doz. 85c
Imitation Sight, Rat .. " 80c
Marty Rat ..... " $5 75
Marty Rat, Imitation .. " 3 75
Marty Mouse ..... " 3 15
Marty Mouse, Imitation " 2 10
French Automatic ..... each $3 60
Fly.
Balloon ..... per doz. $1 10
Harper's ..... " 1 25
Brick. TROWELS.
Standard 30%
Brade's ..... 10&7½%
Disston's 30%
Rose's 25%
Plasterers'.
Standard 33½%
Disston's 30%
W. & McP 25%

TRUCKS.
Bags ..... each $1 70
Handy ..... " 1 50
Warehouse ..... 60&5%

No. 1 2 3
Half Ironed $2.60 $3.40 $5.00
Full Ironed 3.90 5.75 6.75

TUBS-WASH.
No. 3 2 1 Ex. large
Standard, per doz. $5.25 6.25 7.25 9.75
Dowel .... " 5.60 6.60 7.50 10.00
Cedar .... " 6.50 7.50 8.25
Indurated. " 7.20 7.95 9.45 11.70
Galvanized. No. 1 2 3
Per doz $4.75 5.25 6.00

TWINE. per lb.
3-ply Cotton Wrapping 21c
4 " " " 31c
4 " Cotton Extra Wrapping 27c
4 " " " Hvy. Wrap'g ... 36c
4 " " Wrapping on tubes ... 23c
3 " " " " cones ... 23c
4 " " " " " ... 23c
India Hemp, ¼-lb. balls 18c
" " ½-lb. " 17c

" " ¾-lb. " ..... doz., 65c
2-ply " ¼-lb. " 11½c
3 " " ½-lb. " 11½c
Jute Wrapping, ½-lb. balls 11½c
Jute Wool, 1-lb. balls 8c
Seine. Nos. 6 9 12 15
Soft, per lb. .25 .24 .23½ 23
Med. " " .24 .23½ 23
Hard " " .27 .25½ 24½
Staging, ¾-lb. ball, size 21 ..... 23c
" ¾-lb. ball, " 24 ..... 23c
" ¾-lb. ball, " 27 ..... 22c
Bagging, ¼-lb. ball 22c
3-ply "B" in hanks 19c
4 " "B" " " 19c
3 " "A" " " 20c
3 " Silver Finish, in hanks 20c
Fodder or Lath.
130-strand 8c
200-strand 8½c

VISES.
Bonney's 30%
Cheney's 20%
Parker's Oval Slide .....
.....50, 10, 2½% @ 50, 10, 5, 2½%
Parker's Parallel ..... 15@20%
Parker's Victor 10%
Parker's Combination ..... 50&10%
Solid Box ..... 60&5%
Adam's Mechanics' ..... each $2 00
Williamson Universal 20%

WARE.
Cast-Iron Hollow.
Ground ..... 5&10%
Unground ..... 6&5%
Extra Finished ..... 40&10%
White Enameled ..... 40, 10&5%
Enameled.
Cherry Blossom and Chrysolite .. 50%

WASHERS.
Standard O. G. cast iron, per lb. ..2½c
Wrought iron in bulk per lb.:
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
7¾c 5½c 4c 3½c 3½c 3½c 3½c
Wrought steel in 5 lb. boxes, per lb.:
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
8½c 6½c 5c 4½c 4½c 4½c 4½c

WEDGES.
Ax ..... per doz. 30c
Galling ..... per lb. .. 10½c
Saw ..... " .. 8½c
Calf. WEANERS.
Fuller's, per doz. ..... $2 00 to $3 50
Tyler's Safety, per dz 1 85 to 2 40
Carroll's, per doz. .... 2 50 to 3 25
Standard, per doz. 2 75
Hoosier, per doz. ..... 3 10 and 4 15

WEIGHTS.
Hitching ..... per lb. .. 2½c
Sash—F.O.B. Chicago .. pr ton .. $30.05

WHEEL BARROWS.
Common Railroad .... per doz. ..$16 00
Heavy .... " .. 19 50
Railroad, ball bearing " .. 19 00
Santiago Steel Tray .. " .. 26 50
No. 04 Steel Dirt ... " .. 47 00
No. 04½ " " ... " .. 50 00

WHEELS.
Corundum ..... 70&10&5
Emery ..... 75&5%
Well. In. 8 10 12 14
Per doz. ... $1.90 $2.20 $3.00 $5.50

WIRE.
Barbed. Painted. Galv'd.
Carloads ... pr 100 lbs. ..$2.15 $2.45
Less than car " .. 2.20 2.50
Brass.
In coils 20%
In 1 lb. spools, new list ..... 50&10%
Broom—Tinned ..... 60&10&10&10%
Cable—Same price as Barbed Wire.
Copper.
In coils ..... 20&10%$23½%
In 1 lb. spools, new list ..... 50&10%
Fence—Smooth.
Nos. 6 to 9, Annealed, pr 100 lbs. $1 90
Nos. 6 to 9, Galv'd ... " 2 30
Hair—New list ..... 50&10%
Market.
Bright, full bdles ..... 70&10%
Bright, broken bdles 70%
Coppered, full bdles 70%
Coppered, broken bdles .... 65&10%
Tinned, full bdles ..... 70&5%
Tinned, broken bdles ..... 65&10%
Picture.—In coils ..... 80%@80&10%
In 5 lb. spools ..... per lb. ..28c
Plain—Small lots $2.00
Car lots 1.95
Small spools 5c per hundred higher

WRENCHES.
Acme Standard 60%
Alligator ..... 70&10%
Airways Ready 50%
Bemis & Call No. 2 Improved Pipe Wrenches 60%
Coe's Standard ..... 40&10%
Girard's Agricultural ..... 75&50%
P. S. & W. Co.'s Agricultural 75&10%
" " " Knife H'dle .. 50&5%
Wescott's "S" 33½%
Malleable "S" ..... per lb. 05½c
Malleable ..... per lb. 05½c
Stillson Pipe ..... 60&5%
Trimo " 65%

Clothes. WRINGERS.
No. 23, Guarantee ..... pr doz. $28
No. 110, Guarantee .... " 29
No. 110, Brighton ..... " 21
No. 22, Pioneer ..... " 20
No. 2, Superb ..... " 19 50
No. 730, Easy ..... " 26 00
No. 500, Royal ..... " 30 00
No. 350, Universal ..... " 25 50
No. 310, Novelty ..... " 25 50
No. 310, Keystone ..... " 25 50
No. 100, Rival ..... " 21 00

Wants and Sales.

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS

HUBERT E. PECK, 623 F St., N. W., Washington, D. C. Consulting Expert in Patent Causes U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Applications."

For Sale—Stock of hardware, nearly new, 52 miles from Chicago, in fine location. Stock will invoice about $1,500. Will give liberal discount if taken soon. Address Lock Box 308, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—A clean stock of hardware, invoice about $3,000, located in Central Iowa. Good farming and coal mining community. Old established business. Reason for selling, to settle an estate. Address "Estate," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—Job shop doing a general line of slate and metal roofing, cornice, tinwork, spouting, etc. Well equipped shop, fine location in live Ohio town of 20,000. Employs from 10 to 12 mechanics. Business exceeds $20,000 annually. Will sell for $1,000.00. Address "Shop," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—General store, hardware and tinshop; good chance. Blacksmith shop and tools; last owner got rich. 200 teams daily in town, 280 farm, fine barns, 55x116 and 43x106. Two houses; other business takes my time; terms. Address Z. H. Osmun, Nunda, Ills. 2

For Sale—Only tinshop, with small stock of goods. Location for tinner in Eastern Nebraska. Owner disabled. Address "Nebraska," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

Wanted—To invest $2,000.00 to $3,000.00 for half interest in live hardware store in prosperous town in Southeastern Michigan or Northwestern Ohio. Address Box 904, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—Stock of hardware, about $4,000.00, in city of 2,500, central Wisconsin; only tin plumbing and heating shop in town; stock can be reduced. Good reasons for selling. Address C. & M., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—A $4,500 stock or will take in partner for half interest. Stock located in north central Illinois. Good surrounding country and a large territory. Address "Half Interest," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 1

For Sale—My stock of hardware; reason for selling, must devote all my time to other business here; best opening in Roberts Co., S. D. Will sell at a discount if sold soon. Address B. B., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 1

For Sale—Tin shop, with established trade in oil field and best farming district in state; large territory. Address me for full information. J. H. Bowers, Rawson, O. 1

Wanted—Part interest in good hardware and heating business by a practical hardware man who is also heating, plumbing and electrical engineer and draftsman. Western locality preferred. Address Engineer, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

For Sale—Clean small stock hardware and harness in small town doing good business. Hardware, Larrabee, Iowa. 27

For Sale—Owing to ill health of one partner, we will sell our new clean stock of hardware, paint, harness and jewelry in a live town in eastern Nebraska. Invoice, $8,000; sales, $18,000. Plumbing, tinwork and repairing enough to keep one man busy. Would consider land or another hardware stock of half the value of ours. Address Value, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

TINNERS' TOOLS.

For Sale—Set of tinner's tools, used three years, at two-thirds first cost. Good condition. Address Green & Lyon, Hawkeye, Iowa. 2

Wanted—A good second-hand acetylene gas machine, 25 to 35 light. Must be all right and cheap. Please state make and time been used. Address W. L. Shaler, Grass Lake, Mich. 2

For Sale—Set of tinners' tools in first-class condition. 50 off list. Address Peckham & Smith, Marshalltown, Iowa. 27

HELP WANTED.

MAN—Under 35, fair education, to prepare for Gov't Position. Begin $800 salary. Future good. Box 1, Cedar Rapids, Ia.

Wanted—All around tinner, plumber and furnace man; good wages and steady work for the right man; no drinking man wanted. Address H. C. Latham, Hillsboro, Ills. 2

Wanted—At once, a good tinner, one that understands furnace work and has some knowledge of plumbing; must be sober and reliable. Married man and one who speaks German preferred. Address "Mich.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

Wanted—A good tinner on inside and outside work. State experience and wages wanted in first letter. Address Fichtenmueller Bros., Farmington, Iowa. 2

Wanted—March 1st, a good sober, reliable mechanic; one that can do tin work, furnace work, gas pipe work and general repairing; also assist in hardware store if necessary. Our shop requires an all-around man. Furnish references, state experience and wages wanted. Work lasts the year around. Address E. J. Ketchum, West Duluth, Minn. 2

Wanted—At once, a steady, reliable all around tinner and furnace man. Steady work the year round. State experience and wages wanted. Boyd Bros., Glen Ellyn, Ill. 1

Wanted—An experienced traveling stove salesman for Illinois and Iowa, also one for city and suburbs. Address Traveling, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 1

Wanted—A retail salesman well posted in building hardware and tools. None other need apply. Salary moderate now but early chance for advance on road position. Address stating experience and salary expected, Lock Box 423, Bloomington, Ill. 1

Wanted—Active live tinner, with small capital, in old established furnace and sheet iron business. Good chance for the right man. References. Address Active, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Wanted—At once, a good, steady, all-round tinner and plumber for country town shop. Single man preferred. State age and wages wanted. Address H. H., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Wanted—After Jan. 1st, a good tinner, one who understands furnace and iron pipe plumbing. A good steady job to the right man at good wages in a town of about 800 in eastern Iowa. Answer at once, telling all about yourself and stating wages. Address Coal, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Wanted—By prominent manufacturer, furnace salesman to solicit business from city contractors. Address, Prominent, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Wanted—At once, a good tinner; one that understands furnace work and has some knowledge of plumbing. Steady job year around. None but steady, strictly temperate need apply. Wages $2.00 per day. Address H. A. Bromilet, Lansing, Iowa. 27

Wanted—A good tinner for inside and outside work; must also be familiar with farm machinery and able to clerk in store when called on. To a man that can apply himself all around and can furnish good references, we can give a steady job. State wages wanted. Address Box, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Wanted—A good all around tinner, must be a good mechanic, sober and industrious. A steady job to the right man; state wages and experience in first letter and give reference. Address Lock Box 5, Juda, Wis. 25

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SITUATIONS WANTED.

Situation Wanted—By first-class tinsmith; can do furnace work, steam fitting, plumbing, slating and gas fitting; can also clerk in store. Address Ullery & Jones, Gibson City, Ills. 2

Situation Wanted—At once, by a young American, married, age 30 years. Eight years' experience as hardware clerk and tinner; can do most anything that comes into country tin shop. Please state wages willing to pay in first letter. Address Ainsworth Francis, R. F. D. No. 1, Blue River, Wis. 2

Situation Wanted—A first-class tinner with 17 years' experience at furnace work, dairy work, blower pipe in mills, in outside work and general shop work; can do a neat job of plumbing. Married, steady and sober. Address "Slim," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

Situation Wanted—By an experienced man of 24 years of age that can speak German and English, with four years at retail hardware business, as a retail salesman; would like a job in a good city of not less than 5,000 inhabitants, with the best firm; nothing but the very best need apply; one who is looking for a good man. The best of reference can be furnished, or would like to hear from some wholesale house who is looking for a salesman on the road. Address "Clerk," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

Situation Wanted—By capable young man, position as salesman or department manager with wholesale or retail hardware concern; am well posted in hardware and kindred lines. Can also assist with books. Want to locate in Idaho, Oregon or Washington. Address Lock Box 267, Valley City, N. D. 1

Wanted—Steady employment by first-class all around tin and sheet metal worker; single, 29 years of age; strictly sober and reliable; experienced in sanitary plumbing, cornice work and slate roofing. Box 239, Saybrook, Ill. 1

Situation Wanted—By experienced tinter; twenty years at trade; good references as to ability and sobriety and speak German. Country shop preferred; state wages in first letter. Fred E. Wittbecker, Freeport, Ill. 1

Position Wanted—By an experienced stove salesman with several years of retail and road experience. Can furnish references. Address J. L. E., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 27

Situation Wanted—Traveling salesman; had five years' experience on road selling natural gas stoves. Can sell anything; salary and expenses. Must give 30 days' notice before resigning present position as manager. Address Manager, Carrier 35, Columbus, Ohio. 26

Situation Wanted — By experienced tinner and machinist, position as foreman in can or tinware factory or a good location for a first-class tin and job shop in a live town. Twenty years' experience, 34 years old, married. At present foreman in large manufacturing concern. Address Foreman, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 26

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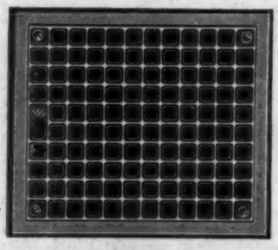

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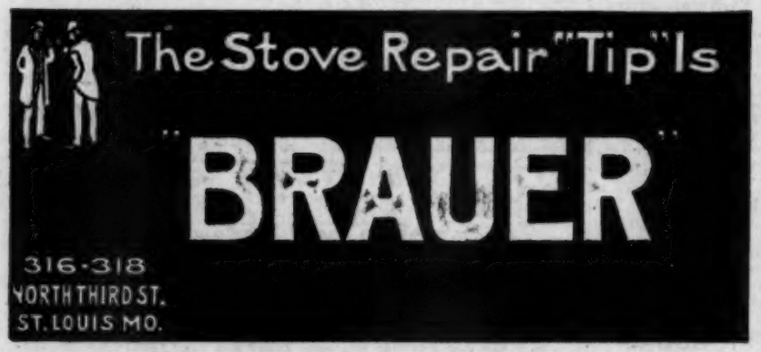

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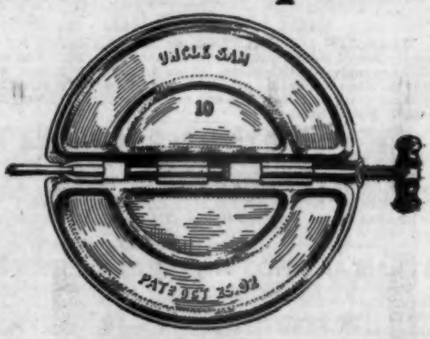

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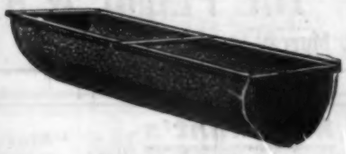

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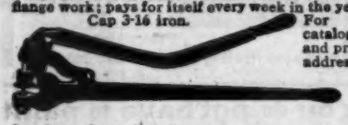

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Vast deposits of anthracite and bituminous coal, oil, natural gas—fuel is the paramount factor in manufacturing—sewer pipe, fire and other clays, cement material, gypsum, building stone and numerous other resources exist on the line.

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between Chicago and New York.

The undersigned will be pleased to furnish full information to manufacturers and local parties contemplating the establishment of new industries.

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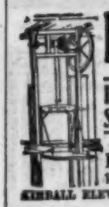

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METAL SHINGLES & TILES
FROM TIN, GALVANIZED TIN AND COPPER.
REQUIRE NO PAINTING OR AFTERCARE
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LARGEST VARIETY OF STYLES
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STANDARD FOR QUALITY. (Lake Superior Copper.) MANUFACTURED BY

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Coated by the Palm Oil Process throughout.

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You do not have to paint

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When laid according to directions it will need no care for many years.

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Gives universal satisfaction.
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"Canton" Metal Ceilings are labor savers and patron pleasers. Are best and cheapest "because the construction is right." Classified designs. Ever see our Art Book "G"? It shows the goods.

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"The Metal Ceiling Makers."
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Every Tinner has the necessary implements for laying Cortright Metal Roofing—Pair of hands, hammer and nails. We'll help you get the business.
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T. J. Dawson, Muncie, Ind., writes:

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Berger's Corrugated Expanding Conductor

Won't Burst When Filled With Ice

We originated, are pioneer manufacturers, and were the first to make conductor pipe in **ten foot lengths** from one sheet. All our conductor pipe is guaranteed and sold strictly on its merits.

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This is the time of the year when conductor pipe is put to the **extreme test.** If it isn't corrugated it won't expand but will break, when it freezes. Ask for our **prices, terms, etc.** They'll bring your orders.

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We make eave trough and conductor pipe, **plain** and **corrugated;** elbows and shoes; hangers; roofing, siding, corrugated iron, black and galvanized sheets; **Berger Classik Metal Ceilings,** Steel Office Furniture, etc.

Send for Catalogues and Prices.

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Two Gold Medals Awarded Us at St. Louis

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Oh, What a Difference!

$3.00 Net

The forehanded merchant who is prepared to promptly care for freeze-up jobs *frequently gets good new customers* and keeps all he has, while the merchant who is always a few days late and is never prepared *often loses good customers,* which means money out.

Be forehanded. See that your torches are in good order and have a few extra. It pays to be a "Johnnie on the Spot." The No. 32 is the best quart size combination torch in the world. Jobbers sell at factory price, or we will send by paid express upon receipt of $3.50. Your money back if you are not pleased.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U.S.A

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Tools for Sheet Metals

INCLUDING

Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies, Can-Making Machinery

MADE BY Niagara Machine & Tool Works, BUFFALO, N. Y.

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TINSMITHS' & PLUMBERS' TOOLS.
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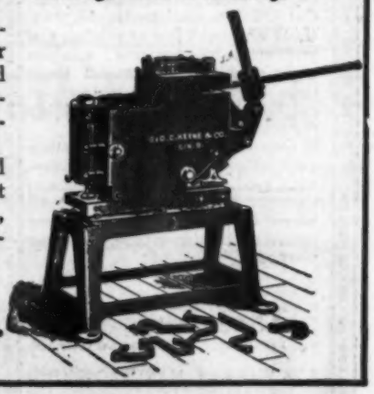
PIPE THREADING MACHINES.

Combination Machine

For Shearing, Punching, Bending, and Forming.

This MACHINE is a very substantial tool, especially adapted for shearing, punching, bending, and forming stays and braces for cornice or other work where it is desire to use band iron.

It is very powerful and is fitted with compound levers—made of cast steel. Will cut, punch, form, round and bend any shape ¼ x 2-inch band or bar iron.



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Hardware Specialties, Etc., Manufactured to Order.
Send Samples of Drawings for Estimates. WRITE FOR OUR BOOKLET.

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971 Hamilton Street, CLEVELAND, OHIO

BEATS THEM ALL

The O. K. Steel Brake. Patented March 28, 1901

SOLD BY

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Will not warp like wood.

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A Long (K Night In HARDWARE

¶. For years the retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶. You can keep a line of samples of your entire stock on exhibition at all times.

¶. It preserves each article in the same attractive newness that it comes from the factory, *prevents dust, rust, finger-marks and dirt.*

¶. It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English, can *point* to what he wants.

¶. It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶. Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the World, for your purpose.

¶. Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING COMPANY

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More Goods at Less Cost

That is just what it means to you.

You can handle your goods cheaper, easier and quicker on our low down, short turn delivery wagons than on any other kind. See cut of gear. Body is low down, only 20 inches from ground, and is full width. Full height wheels in front, making light draft, yet on account of our Patent Short Turn Gear it will turn shorter than a high cut under. **Easy to load.** One man with our wagon can do the work of two with a high wagon. **Draft is light.** One horse can haul big load. **Short turn** so can get around in alleys and crowded streets. **A good ad** and an economical investment.

Stop and Think What This All Means.

It means that no up-to-date, economical merchant can afford to buy or use any other wagon. We make the only successful short turn low down wagon on the market. That we have proven to thousands. **We make them to order** as good, as durable and as satisfactory as the best of material and superior workmanship can produce. Built to run every day, everywhere, and to stand up.

WE MAKE MANY STYLES suitable for all kinds of trade, Hardware, Furniture, Piano, Grocery, Milk, Laundry, Bakery, Meat. Complete catalog on request. It will pay you to investigate. Mention this paper and address in full.

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DRIES CLOTHES, WOOLEN OR COTTON, IN 15 TO 30 MINUTES,

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Handsome, Rigid, Durable

QUICK IN ACTION. ECONOMICAL IN OPERATION.

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Save Time and Money

A necessity for Hardware Dealers, Machine Shops, Pattern Shops and in fact any one who handles small articles; last indefinitely. Send for descriptive booklet.

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for any physician, professional or business man as well as any industry is easily found by consulting the Industrial Department of this Company.

The proposition submitted will be attractive, embodying full information, such as will enable intelligent action in such an important matter as change of location.

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is the most beautiful section of the world, recently discovered by the Seaboard.

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A land of perfect health and plenty, ideal living, where crime, trouble and ill-health are positively unknown. Cultured, refined people. Manatee booklets free on request.

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Made of galvanized steel — fits any size window — will never work loose — anyone can put them on—no loss of time or patience. They're cheap; they're neat; they're a good selling specialty.

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STAPLES AND WIRE SHAPES
IN ALL VARIETIES.
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Toilet Paper Holder
This handsome article speaks for itself. Upper part highly nickeled; heavy wire, copper plated; the wood rod is a dead ebony black; include match strike and cigar receptacle. Write Franklin Specialty Co., Reading, Pa. 5, 10 and 15 cent hardware articles our specialty. Chicago office, 103 Lake St.

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MADE TO ORDER FOR ALL PURPOSES.
IF YOU WANT THE BEST MADE,
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PRICES ARE EQUITABLE AND JUST.
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Received Highest Award at World's Fair, St. Louis, which confirms our repeated claims that our Family Scales are the best.

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with the handsome silver finished dials sell the **best** in the scale-maker's art.

The springs used in all Pelouze Scales are made of the best crucible cast steel wire.

Every scale has a patented adjusting screw; cannot fall off and cause trouble.

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MIDLAND LINSEED OIL

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through the use of Improper Cooking Utensils. Why do people ignore their health by persisting in buying vessels which are dangerous to prepare food in? In case of appendicitis, scientists actually found chips off cheap enameled ware, and for other reasons Cast Iron Pots and Kettles are unhealthful for culinary purposes, being greasy, dirty, absorbent and odorous. The CLEANEST, SWEETEST and PUREST are **"NEVER-BREAK"** SEAMLESS STEEL SPIDERS, GRIDDLES, KETTLES and SCOTCH BOWLS. THEY ARE SMOOTH AS GLASS, ABSOLUTELY IMPERVIOUS, EASILY KEPT CLEAN, THEREFORE HYGIENIC. Made of correct weight metal; they do not scorch and will **"NEVER-BREAK"** Catalogue on application.

THE AVERY STAMPING CO., Owners "NEVER-BREAK" Trade-Mark, CLEVELAND, OHIO.
Mfrs. Pressed Steel Specialties, Shovels, Spades and Scoops.

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Deshler, Ohio.

MANUFACTURERS OF

¶A complete line of Cream Separators, Success Refrigerators—no ice! no expense! Ohio Mail Boxes, for competition; New Idea Mail Box, for convenience, durability and beauty. ¶Sold by the leading Jobbers in the United States.

Send for our New Descriptive Catalogue and Price List.

THE "NEW IDEA"

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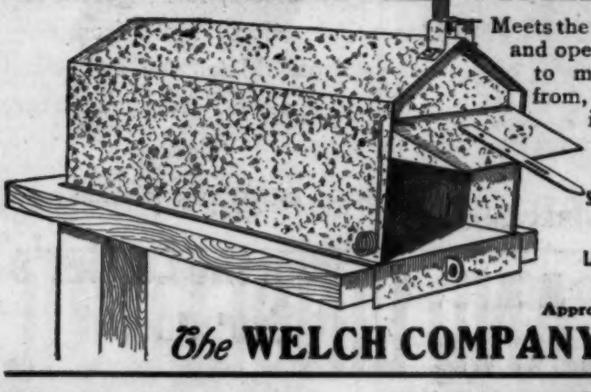
THE WELCH MAIL BOX



Meets the carrier half way, and open; is convenient to make collections from, and to put mail in when locked.

TERMS:
Sample Box, 75 cents,
Dozen, $8.00

Locks, $2.00 and $2.25 a dozen.

Approved. Galvanized

The WELCH COMPANY, Nankin, Ohio.

8½ inches long. Jaws take from 3/16 to ⅝. Cuts bolts for pump rods.

SPECIAL WRENCH FOR PUMP RODS.

Everyone buys **HAWKEYE WRENCH** on sight; all that's necessary to sell it is to show it. It should be in every Hardware Store. Be the FIRST in your town to have it in stock.

Will Remove "NEVERSLIP" and "ROWE" Calks
The Best Wrench Made

Has more uses than any wrench made. You can't break the jaws off this wrench.

Sold by all jobbers

HAWKEYE WRENCH CO.,
Mfrs., MARSHALLTOWN, IA.

Made in two styles—different size thread for pump rods.

The Smith R. F. D. MAIL BOX

is conceded by all who have seen the various mail boxes on the market to have the most perfect signal ever devised in Smith's Improved Flag Signal, which is raised by the cover and is lowered on removal of the mail. On either side of the signal is a beautiful flag in colors.

Dealers find it the best **"talking" box** made. 1st there's this signal (2) the wind **can't blow it open** on account of the automatic spring hasp. (3) It has the **postmaster general's approval** (4) it is a **handsome** box (5) it **operates easily.** (6) it is **waterproof.** (7) Its **size**, 7x18 in. is convenient. (8) It is made of **extra heavy** galvanized sheet steel hence is very durable.

Remember we make other style mail boxes also other durable specialties for the dealer to sell. Write for circular and prices.

SMITH BROS. MFG. CO.
257-261 S. Meridian St. Indianapolis, Ind. 246 E. Kinzie St Chicago.

THE POPULAR LINE

with three elegant trains each way between Chicago and

LaFayette, Ind., Indianapolis, Ind., CINCINNATI, OHIO Louisville, Ky., and all points in the **SOUTH AND SOUTHEAST** is the

BIG FOUR ROUTE

Buffet Parlor Cars, or Dining Cars on day trains and Pullman's finest Compartment and Standard Sleepers on night trains. All trains run solid, Chicago to Cincinnati. For reservations, etc., call on or address **J. C. TUCKER, Gen'l Northern Agt., 238 S. Clark St., CHICAGO, ILL.**

By all means you should handle the

"Ideal Rural Mail Box"

Why? Because you can sell more than any other make, as the patrons can see at a glance that it will last for years and give the best of satisfaction. Being the pioneer rural mail box manufacturer, know what the patrons want, so have made this box to meet their requirements. Approved by the Postmaster General.

MANUFACTURED BY

C. G. FOLSOM, South Bend, Indiana

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Rural Mail Boxes

THE HESSLER

Best known, best made, most durable as well as the cheapest Government approved box on the market. The demand for rural mail boxes is increasing daily. This trade should be in the hands of the dealer.

WRITE FOR PRICES AND FULL DESCRIPTION.

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600 Different Specialties

Household Inventions and Bath Fixtures

If you haven't our catalog write at once

SILVER'S, BROOKLYN

304-314 Hewes St. 432 Broadway
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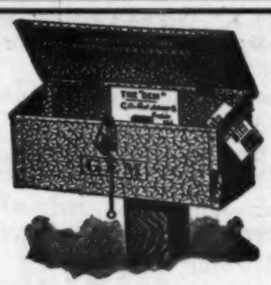

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the **best** thing about the

GEM MAIL BOX

is that it gives absolute satisfaction to his trade—it creates confidence in the balance of the goods he handles—it helps bring other business to his store.

Sells readily at $1.25.
Liberal discount to the trade.
Specify the GEM when ordering of your jobber.

We would be glad to send a little booklet on "HOW TO DO IT" to dealers who want to capture the mail box trade.

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SIGNAL MAIL BOX CO.,
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M. Hosterman & Son, Marshfield, Wis., write

"You may take our ad out of THE AMERICAN ARTISAN as we have bought a kit of tools. We received 8 or 10 replies to the ad and think your paper all right."

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THE "WHITE DASHER" LINE

Burner Boiling Water With Washer in Operation

The phenomenal demand from every section of the country and from every class of men has delayed our shipments somewhat. We have increased our facilities and are now in a position to fill orders promptly.

Remember, "Alumynoids" are absolutely rust-proof; the water may be boiled with washer in operation; we permit only one agency in a town.

White Porcelain Enameled Iron Dasher Note Balance Wheel

QUINCY WASHING MACHINE CO.,
QUINCY, ILL.

Common Sense Flue Stops

Patented

Absolutely soot and smoke proof.
Stays where you put it; will not blow out or spring back like others.
No need of adjustments nor bolts to rust fast.
Can be retailed cheaper than any flue stop of its kind.
A perfect flue stop.
Ask your jobber for Common Sense Flue Stop.

J. K. SCHICK, Fairbury, Ill.
Sole Owner and Manufacturer.

Here's a Carpet Stretcher that's sold exclusively to the legitimate Hardware Dealer—withdrawn entirely from Catalogue and Mail Order Houses.

The EXCELSIOR CARPET STRETCHER and Tack Hammer combined stretches the carpet evenly 16-in. every time set, and holds firmly, while operator, using the combination Lever-Hammer, drives the tacks.

Take no other. Ask your Jobber or write

Richard W. Montross, Galien, Mich.

Patented.

IT'S THE "ONLY" FLUE STOP

Several styles of covers. Body black or galvanized. It's soot and fire proof—water tight and stays in the chimney. Send for descriptive circular and prices at once. Send orders direct or through your jobber.

NICHOLS & RANKIN COMPANY, BURLINGTON, IOWA

4 Trains a Day
via the
MONON ROUTE
CHICAGO INDIANAPOLIS & LOUISVILLE RAILWAY
and C. H. & D. Ry.
Only 8 Hours
from
CHICAGO
to
CINCINNATI

BY DAY, Parlor and Dining Cars
BY NIGHT, Palace Sleeping and Compartment Cars.

CHAS. H. ROCKWELL, Traffic Manager. FRANK J. REED, Gen. Pass. Agt.
200 Custom House Place, CHICAGO.

It Will Pay You

to illustrate your advertisements in your local papers. A sheet of comic advertising cuts sent on application.

These cuts are furnished with catchlines showing their application to the hardware, stove and tinners' trades. Address

DANIEL STERN
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The Principle of Washing To-Day

Is to agitate clothes and water to the highest degree in the quickest time with the least labor.

None can compare on these points with our "Spring Balance Washer" for we have

Powerful Coil Springs, Correct Balance, Instantaneous Action and Terrific Concussion.

And with a skillful mechanical staff we have perfected the above combined principles which were drawn up and fully endorsed by the most successful and experienced washing machine expert and inventor in America.

We are proud of this machine, for it is easy, rapid and thorough in its work, and we guarantee your customers will be pleased with it.

Our methods are straight-forward and brief. we do not annoy with foolish offers but our prices and terms are right and of great interest to you.

Further information on request.

J. H. CRAMMOND, Manufacturer, Waukegan, Ill.

OHIO MILK CANS

Low in Price; High in Quality.

The body sheets of these cans are always offset and riveted. The flange of the breast is always soldered to the body all the way around, both outside and inside.

Write for General Creamery Supplies Catalogue.

BLANKE & HAUK SUPPLY CO. : ST. LOUIS

"PULLMAN" Sash Balances

Are you selling them?

IN USE EVERYWHERE

Look for the Metal Tapes in all new Buildings.

Folder No. 2 sent free.

PULLMAN MFG. CO., ROCHESTER, N. Y., U. S. A.

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Contemplating establishing plants in the West should take advantage of a location on

THE NORTH-WESTERN LINE C.&N.W.R'Y.

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which reaches the famous

Water Powers, Coal Fields, Iron Ore Ranges, Hard and Soft Lumber Districts

of the West and Northwest, and affords the best means of transportation to the markets of the world. For further particulars apply to

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The United States Washer

Combines best material and highest class workmanship.

A modern rotary washer. Tub made of fine quality corrugated, heavy sheet steel, producing a wash board surface. Cover and legs made of hardwood, thoroughly seasoned and nicely finished. Strongly and perfectly built. Easy running. Stronger and lighter than wood machines.

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Wherever steel, the twentieth century material, can be used to advantage, it has been used in building the United States Washer. This gives you a washer superior in every way to the old wood machines.

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"White Lily Washers Wash Lily White."

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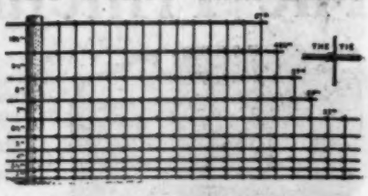

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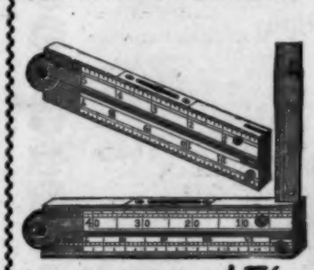

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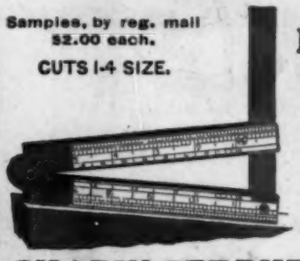

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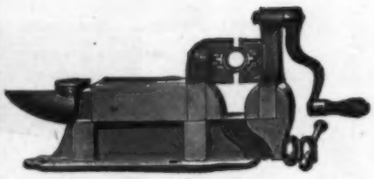

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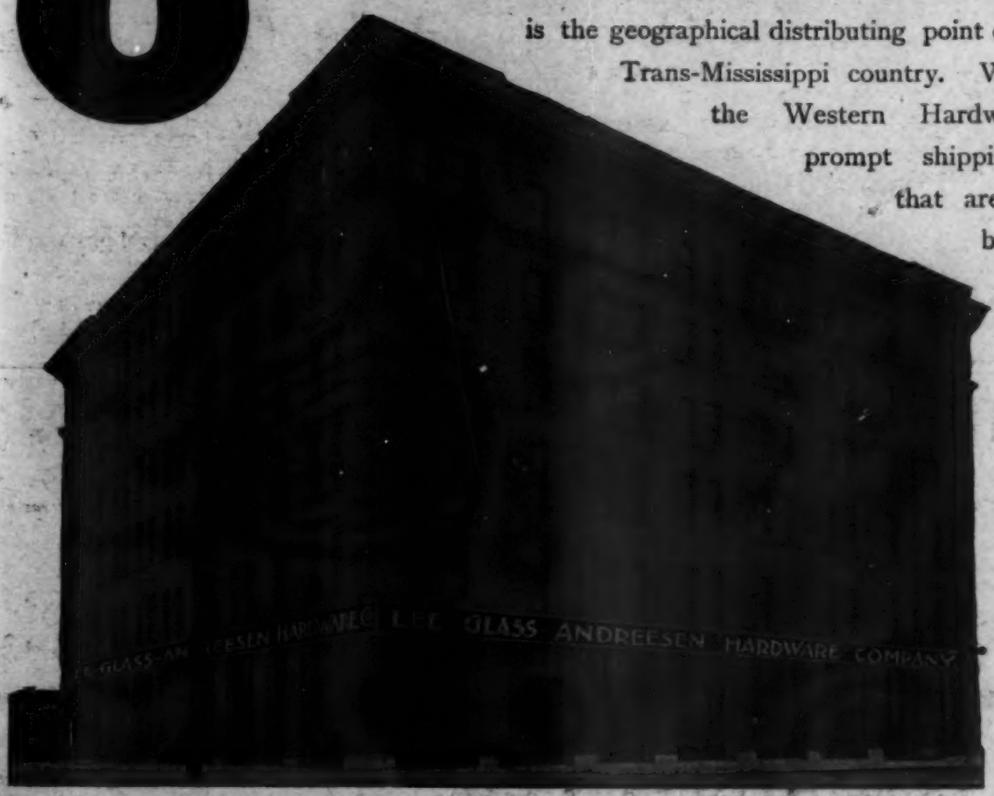

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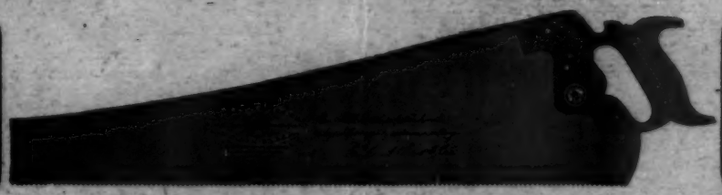

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